Trade and Industry

21 March 1975 15p

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Concorde prepares to take off

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Trade and Industry

21 March 1975

News from the Departments of Industry·Trade·Prices & Consumer Protection

Within a few days the British and French Ministers responsible for Government policy on the Anglo-French Concorde supersonic passenger aircraft – Tony Benn, Secretary of State for Industry, and Marcel Cavaille, Secretary for Transport, will be meeting in London to discuss future plans for the aircraft. Mr. K. G. H. Binning, Director General of the Department of Industry's Concorde Division, in this issue reports on the rapid progress made in recent months towards the aircraft's entry into commercial service (page 744).

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Home News

Tony Benn's statement on aircraft and shipbuilding industries Bill

Tony Benn, Secretary of State for Industry, made the following statement to Parliament on 17 March on the Government's proposals for the public ownership of the aircraft and shipbuilding industries. He said:

'A Bill containing these proposals will be brought before the House shortly after Easter.

'I am circulating in the Official Report and have made available in the Vote Office a full statement of the Government's proposals for the shipbuilding industry, following discussions with many interested parties on the discussion paper which I published on 31 July 1974. I am grateful to all those who sent in comments on the discussion paper and took part in the consultations.

'Turning now to the aircraft industry, I have received a number of comments on the consultative document which I published on 15 January 1975, and I am still considering some aspects of these. I can, however, now announce that the Government have decided in the light of representations made to me to alter the criteria governing the scope of public ownership to include companies with a turnover, including that of subsidiaries, of over £7½ million instead of over £20 million in the relevant year. The effect of this will be to include Scottish Aviation Ltd.

'Next, I wish to outline the proposals for compensation which the Government intend to put before the House in the forthcoming Bill, in respect of both aircraft and shipbuilding companies.

'Compensation will be determined by reference to the value of the securities of the companies to be acquired. Securities quoted on a recognised stock exchange will be valued at their average price during the six months ending 28 February 1974, subject to any necessary adjustment to take account of rights or capitalisation issues. The value of unquoted securities will be determined, as if they had been quoted during the same period, by agreement between the Secretary of State and a stockholders' representative or in default of agreement by arbitration. No deduction will be made from the values so determined in respect of Government aid given before 28 February 1974.

'The value of the securities may be held to depend in part on expectations about future Government aid of a discretionary kind. Such expectations will not be taken into account in valuing for compensation unless the terms of the aid had been settled with the company by 28 February 1974.

'There will be separate provision for debts owed by any company to be acquired to companies or persons closely associated with the company (inter-company debts). These will be treated in appropriate cases as securities and valued accordingly. Genuine short-term inter-company debts will be compensated in full.

'An appropriate deduction will be made from the compensation if a company's assets have been dissipated in anticipation of nationalisation between 28 February 1974 and 17 March 1975. A deduction may also be made for reductions in inter-company debt after 28 February 1974.

'The Secretary of State will be open to receive representations from interested persons whether shareholders or other about the value to be placed on securities under the legislation and in the event of arbitration may bring such representations to the attention of the arbitrator.

'Finally, I am circulating in the Official Report and have made available in the Vote Office a summary of the provisions which will be in the Bill to safeguard the assets of the aircraft and shipbuilding companies to be taken into public ownership in the period up to vesting day. No company will be penalised as a result of action taken in the normal course of business and in good faith, and commercial contracts, including those with the Government, will remain binding on the new Corporations.

'The Government reserves the right to strengthen these provisions in the event of serious dissipation of the assets of companies to be nationalised or the adoption of other devices to frustrate the manifest objectives of nationalisation. Any such strengthening may be retrospective in its effect.'

The following written statement was circulated by the Secretary of State for Industry.

Public ownership of shipbuilding, shiprepair and slow speed diesel marine engine industries

The scope of public ownership

1 The Government has decided that the objectives of public ownership will be achieved by nationalising companies incorporated in Great Britain which meet the following definitions. A list of the companies which meet each of the definitions is annexed to this statement.

i *Shipbuilding companies.* Companies which on 31 July 1974 were entitled, either alone or together with another company which was then a member of the same group of companies, to an interest in possession in a shipyard which on that date was being used for the construction of ships and in which in the period of three years ending on that date were completed ships the total tonnage of which, when aggregated with the total tonnage of ships completed in the same period in shipyards in which any other company in the same group was entitled to an interest in possession, exceeded either:

a 750 standard displacement tons in respect of warships, *or*

b 15,000 gross tons in respect of other ships, *or*

c 500 standard displacement tons in respect of warships and 10,000 gross tons in respect of other ships.

ii *Shiprepair companies.* Companies which:

a on 31 July 1974 were engaged in the business of repairing, refitting, converting or maintaining ships; and

b on that date were entitled to an interest in possession in a dry-dock or graving-dock; and

c whose turnover for the relevant financial year when aggregated with the turnover for the relevant financial year of all their subsidiaries or fellow subsidiaries engaged in the business referred to in sub-paragraph (a) exceeded £3.4 million. For this purpose relevant financial year in relation to a company means that one of the company's financial years, within the meaning of the Companies Act 1948, for which accounts were last laid before it in general meeting before 31 July 1974.

iii *Slow speed diesel marine engine manufacturers.* Companies which on 31 July 1974 were engaged in the business of manufacturing diesel engines:

a designed for use for the main propulsion of ships; and

b designed to deliver continuously at a crankshaft speed of less than 160 revolutions per minute, a power output greater than 4,000 horsepower as measured under

the operating conditions specified in the British Standard Specifications published on 19 February 1958 under the number BS649 : 1958 (specification for the performance of reciprocating compression-ignition (diesel) engines, utilising liquid fuel only, for general purposes).

iv *Training companies.* A company which on 31 July 1974:

a was engaged in the business of training persons in any of the skills required for the repairing, refitting, conversion, maintenance and construction of ships; and

b was a member of a group of companies of which another member fulfilled the criteria in paragraph i or ii above.

Effect of public ownership on companies

2 The Bill will provide for the establishment of a public corporation, to be called British Shipbuilders, in which the shares of the companies to be nationalised will be vested. This means that the companies will be nationalised as going concerns.

Organisation under public ownership

3 The Secretary of State will appoint the chairman and other members of the public corporation numbering between seven and 20. After the Second Reading of the Bill it is intended to set up an Organising Committee consisting of the Chairman Designate and a nucleus of other members of the new Corporation which will work in close consultation with the Government, the managements and the trade unions in preparing detailed plans for vesting and for the initial organisation.

4 It will be for the Organising Committee and the Corporation to propose the detailed structure of the organisation in close consultation with the representatives of those who work in the industry and with its customers. The Corporation will be able to adapt its organisation in response to changing conditions. At the same time the Government and Parliament must be concerned with the main features of the organisation of a big publicly owned industry. The legislation will therefore require the Corporation to submit from time to time to the Secretary of State reports on the broad structure of its organisation after full consultations with the representative organisations of those working in the industry. These reports will be laid before Parliament. The Secretary of State's approval will be necessary to implement the proposed initial organisation or any subsequent major change. The Secretary of State will also have powers to give the Corporation specific directions on the main features of its organisation. The Government feels sure that the Organising Committee and the Corporation will give full weight to the view of many on both sides of industry that individual shipyards should be given as much responsibility as is consistent with the discharge of the Corporation's functions.

5 The headquarters of the Corporation will be in an assisted area with a tradition of shipbuilding.

Industrial democracy

6 The Government attaches great importance to developing industrial democracy in the shipbuilding, shiprepair and marine engine industries. The comments on the Government's discussion paper of 31 July 1974 have shown that those working in the industry have important and constructive ideas on how this development can be brought about. The flexible arrangements for the organisation of British Shipbuilders will provide scope for the natural and organic growth of industrial democracy taking into account the views and proposals put forward by management, workers and trade unions concerned. The Government will consider provisions in the Bill to encourage and assist this growth.

Powers and duties

7 The main duty of the Corporation will be to promote the efficient and economical design, development, production, sale, repair and maintenance of ships and slow speed diesel marine engines and to promote related research using the skills and talents of all those working in the industry to the full. The Corporation will also be required to have full regard to the essential needs of national defence.

8 The Secretary of State will have power to give the Corporation directions, to approve annually its corporate plan, its capital investment and research and development programmes and its annual budgets, to monitor progress against annual budgets and to obtain information.

9 To allow flexibility for the future, provision will be made for some of the main powers and duties of the Corporation and the powers of the Secretary of State to be capable of amendment by statutory instrument subject to affirmative resolution in both Houses of Parliament.

10 Finance will be provided by loans on normal terms from the National Loans Fund and by public dividend capital. The Secretary of State will set a financial objective for the Corporation.

11 The Corporation will not be restricted by its formal powers from undertaking activities which would utilise its resources (including the skills of its workers) in the national interest and allow it to take favourable opportunities to adapt efficiently to changing economic circumstances. The Corporation will therefore have wide powers to diversify its activities, subject to the approval of the Secretary of State, where this does not conflict with its main duties.

12 The Corporation will have power subject to the Secretary of State's consent to acquire by agreement shareholdings in other companies whether at home or overseas and to enter into partnerships. The Corporation will also have the necessary powers to provide technical assistance overseas.

13 It will remain Government policy to allow shipowners to build and repair at home or abroad according to their commercial judgement.

Annex. List of companies meeting the definitions

I Shipbuilding companies

1 The Swan Hunter Group Ltd.'s shipbuilding companies, which comprise:
- Swan Hunter Shipbuilders Ltd.
- Smith's Dock Co. Ltd.
- The Goole Shipbuilding and Repairing Co. Ltd.
- Clelands Shipbuilding Co. Ltd. (now a wholly-owned subsidiary of The Goole Shipbuilding and Repairing Co. Ltd.)

2 Vickers Shipbuilding Group Ltd.

3 Scott Lithgow Ltd.'s shipbuilding companies, which comprise:
- Lithgows Ltd.
- Scott's Shipbuilding Co. Ltd.
- Ferguson Brothers (Port Glasgow) Ltd.
- Scott and Sons (Bowling) Ltd.

4 Cammel Laird Shipbuilders Ltd. (50 per cent of the ordinary shares owned by Government)

5 Yarrow (Shipbuilders) Ltd.

6 Vosper Thornycroft Ltd.

7 Austin and Pickersgill Ltd.

8 Robb Caledon Shipbuilders Ltd.

9 Drypool Group Ltd.

10 Brooke Marine Ltd.

11 Hall Russell and Co. Ltd.

12 Sunderland Shipbuilders Ltd. (100 per cent Government owned)

13 Govan Shipbuilders Ltd. (100 per cent Government owned)

14 Appledore Shipbuilders Ltd. (100 per cent Government owned)

II Shiprepair companies

15 The Swan Hunter Group Ltd.'s ship repair companies, which comprise:
- Swan Hunter Shiprepairers Tyne Ltd.
- The Wallsend Slipway and Engineering Co. Ltd.
- The Grangemouth Dockyard Co. Ltd. (a wholly-owned subsidiary of Smith's Dock Co. Ltd., listed above)

16 The P & O Steam Navigation Co.'s shiprepairing companies which have an interest in the possession of a dry dock:
- R. & H. Green and Silley Weir Ltd.
- Silley Cox and Co. Ltd. (a wholly-owned subsidiary of R. & H. Green and Silley Weir Ltd.)

17 The Humber Graving Dock and Engineering Co. Ltd.

18 North East Coast Shiprepairers Ltd. (100 per cent Government owned)

19 The Laird Group Ltd.'s shiprepairing companies, which comprise:
- J. B. Howie Ltd. trading as CBS Engineering Co.
- Western Shiprepairers Ltd.

20 Bristol Channel Ship Repairers Ltd.

21 The London Graving Dock Co. Ltd.

22 Scott Lithgow Drydocks Ltd.

III Slow speed diesel marine engine manufacturers

23 Scotts' Engineering Co. Ltd.

24 Doxford Engines Ltd. (a wholly-owned subsidiary of Sunderland Shipbuilders Ltd., at 12 above)

25 John G. Kincaid and Co. Ltd.

26 George Clark and NEM Ltd.

27 Hawthorn Leslie (Engineers) Ltd.

28 Barclay, Curle and Co. Ltd.

IV Training companies

29 Swan Hunter Training and Safety Co. Ltd.

30 Yarrow (Training) Ltd.

31 The Scott Lithgow Training Centre Ltd.

Safeguarding provisions for the aircraft, shipbuilding, shiprepairing and marine engineering industries

The Bill will contain provisions to establish two corporate undertakings to which the securities of companies in lists A and B respectively will be transferred on a date to be specified as the vesting date in the Bill. The effect of the provision outlined in paragraph 6 below is that the securities of a company other than one in lists A or B may be transferred to the relevant Corporation and they may be transferred at a date later than the date specified in the Bill. The following provisions apply not only to companies whose securities are transferred to the relevant undertaking but also to the wholly owned subsidiaries of those companies which subsidiaries effectively come into public ownership when the securities of those holding companies are transferred to the relevant Corporation.

The 'relevant date' where occurring in paragraphs 1 to 11 is 31 July 1974 for those companies in list A and 4 November 1974 for those companies in list B. The 'relevant date' where occurring in paragraphs 12 to 19 is 17 March 1975 for all the companies in lists A and B.

The Corporations' power to disclaim leases or agreements

1 The Bill will contain provision enabling the relevant Corporation within six months of the date of transfer of a company coming into public ownership, to direct the company to disclaim any lease or agreement made or varied on or after the relevant date by the company where it considers that the making of the agreement or its variation was not reasonably necessary for the business of that company or imprudent regard being had in either case to the circumstances at the time and, except where there is a reference to arbitration in accordance with paragraph 2 below, such disclaimer will become effective two months after the other parties to the agreement or lease have been notified of it.

2 It will be provided that any person who is party to the lease or agreement which is subject to a disclaimer may, within two months, refer the matter to arbitration under the Bill, and the tribunal will confirm or revoke the disclaimer. If the disclaimer is confirmed, it will become effective at the date of its confirmation by the tribunal. The tribunal will also have exclusive power to determine any claims resulting from the confirmation of any disclaimer referred to it, with respect to the period before the disclaimer becomes effective.

3 These powers will not apply where the Secretary of State has approved in writing the making or variation of the lease or agreement, whether before or after its making or variation.

Termination of rights to acquire shares or appoint directors

4 The Bill will contain provision such that an agreement with a company coming into public ownership will, insofar as it entitles another person to acquire securities in the company or to appoint a director, cease to have effect as from the date of transfer of that company. The agreement will otherwise remain effective so that, if the agreement also provides for the lending of money to the company, such money will remain repayable in accordance with the terms of the agreement.

5 Any person who suffers loss by reason of the termination of a right to acquire shares in a company or to appoint a director will be entitled within 12 months of the date of transfer of the company to claim compensation from the relevant Corporation the amount of which will, in default of agreement, be determined by arbitration. This right to compensation will not apply where the right in question is conferred by an agreement made on or after the relevant date without the approval in writing of the Secretary of State. Nor will it apply where the right in question arises from the holding of securities which vest in the relevant Corporation since the general compensation provisions of the Bill will apply in the case of such securities.

Power of Secretary of State to amend list of companies to be taken into public ownership

6 The Bill will contain provisions enabling the Secretary of State, up to three months after the date specified as the vesting date, to take steps to acquire the securities of a company not included in list A or list B below as though it had been originally included, if:

i the company in question has acquired rights of ownership in or to the user of the whole or a substantial or essential part of a works which, on or after the relevant date, were owned or operated by a company included in list A or list B below or by a subsidiary of such a company; or

ii the company in question was, on the relevant date a wholly owned subsidiary of a company included in list A or list B below but had subsequently ceased to be so.

The above provisions will not apply where the Secretary of State has approved in writing, either before or after they have taken place, all the transactions resulting directly or indirectly in the changes outlined above. In addition, any company which has acquired a works in the circumstances outlined in i above, will be prohibited from disposing of that works after the Bill receives Royal Assent until three months after the date specified as the vesting date or until any question of the subsequent acquisition of that company has been resolved.

7 As a corollary, the Bill will also contain provisions enabling the Secretary of State, at any time before the date specified as the vesting date, to take steps to prevent any company included in list A or list B below from coming into public ownership if that company has ceased to own or operate the whole or a substantial part of any works owned or operated by it on the relevant date or if one of its subsidiaries has ceased to own or operate the whole or a substantial part of any works owned or operated by that subsidiary on the relevant date.

8 It will be provided that the company in question may, within one month, challenge the Secretary of State's intention on the grounds that the conditions in paragraphs 6 or 7 above are not fulfilled. Where agreement is not reached between the Secretary of State and the company, the matter will be resolved by arbitration under the Bill.

The Corporations' power to reclaim rights

9 The Bill will contain provisions enabling the Secretary of State, up to three months after the date of transfer of a company, where he considers that it is in the public interest, to take steps to cause the transfer into public ownership of any rights of ownership in or rights in respect of the user of any works, or any invention or design whether or not subject to statutory protection which the company may have transferred or granted to any person after the relevant date and before the date of transfer of the company.

10 It will be provided that any person whose rights are sought to be acquired under paragraph 9 above may, within one month, challenge the Secretary of State's decision. Where no agreement is reached, the question will be settled by arbitration under the Bill. The date of transfer of the rights and the compensation therefor will be agreed between the relevant Corporation and the transferor or, failing that, will be determined by arbitration. The date of transfer of the rights will in any event not be earlier than the date specified as the vesting date.

11 These provisions will not apply where the Secretary of State has given approval in writing to the transfer or grant by the company of the rights in question, either before or after it takes place, although such approval may include conditions, including conditions empowering the relevant Corporation to reclaim the rights.

Limitation of interest or dividend payments made by companies

12 The Bill will contain provisions defining the permitted level of interest payable after the relevant date in respect of the last complete financial year before the relevant date or any subsequent period on debenture or other loans by a company coming into public ownership in respect of any period before the date of transfer as the minimum necessary for the company to meet its obligations. No payments above the permitted levels will be allowed without the prior written approval of the Secretary of State.

13 The Bill will also provide that no dividend will be allowed to be paid after the relevant date by a company coming into public ownership in respect of any period

earlier than the most recent completed financial year of the company before the relevant date.

14 Subject to paragraph 13 above the Bill will contain provisions limiting amount of dividend which may be paid in respect of any period before the date of transfer (hereinafter referred to as a 'relevant financial year') to the smaller of the following two amounts:

a the net revenue of the company for the relevant financial year as certified by the company's auditor, and

b the total amount of dividends paid before 29 October 1974 in respect of the most recent completed financial year of the company in respect of which a final dividend was paid before the relevant date (hereinafter referred to as 'the basis financial year') as adjusted in accordance with the rules set out in subparagraph (5) below or, if no final dividend has ever been paid, such amount as the Secretary of State may determine.

For this purpose:

1 An amount shall be deemed to have been duly certified by a company's auditor as the amount of the net revenue of the company for any period if the auditor has stated in writing that that amount gives a true and fair view of the net revenue for the company for the period,

2 Any payment to members in their capacity as members out of net revenue shall be treated as a payment of dividend,

3 any payment of dividend made before 6 April 1973 shall be brought into account as the gross amount thereof, that is to say, the gross amount thereof before deduction of income tax and any such payment expressed to be made free of tax will be treated as a net amount paid after deduction of tax and will be grossed up accordingly,

4 any payment of dividend made after 5 April 1973 shall be brought into account as a franked payment, that is to say, the amount brought into account shall be the dividend when aggregated with such proportion thereof as corresponds to the rate of advance corporation tax in force at the date of payment of the dividend and

5 the total amount of the dividends paid by a company in respect of the basis financial year shall be adjusted in proportion to:

a the amount by which the issued share capital of the company at the end of the relevant financial year exceeds, or is less than, its issued share capital at the end of the basis financial year, and

b any difference in the length of the relevant financial year as compared with the length of the basis financial year.

A company's share capital at the end of the relevant financial year shall be computed by taking its share capital at the end of the basis financial year and adjusting it:

i by adding the amount or the value of any consideration actually received in the period between the end of the basis financial year and the end of the relevant financial year for the issue of share capital or on the payment up of issued share capital, and

ii by deducting the amount or value of any money or other assets paid or transferred by the company during the said period for the payment or redemption of any share capital,

and the amount of the company's share capital at the end of the basis financial year shall be what was then the amount of the company's paid-up share capital and of any share premium account or any other comparable account by whatever name called.

15 To the rules in paragraph 14 above there are to be the following qualifications:

i The rules will not apply to any payment of dividend made with the prior approval in writing of the Secretary of State or made in pursuance of an authority or recommendation contained in a resolution of the directors of the company passed on or before the relevant date, and

ii Dividend paid in respect of any period may, where the figure at paragraph 14(a) exceeds the figure at 14(b) to the extent of that excess include dividend on cumulative preference shares in respect of an earlier period.

16 The Bill will contain provisions such that where a company coming into public ownership makes payment without the prior written approval of the Secretary of State, which is not allowed by the rules stated in paragraphs 13 to 15 above, following a resolution of the directors passed after the relevant date and before the date of transfer, the directors party to that resolution will be made personally liable to the relevant Corporation for the amount of the payments so disallowed. Any claim by the Corporation against a company must be made within 12 months of the date of transfer and, if not settled by agreement, will be settled by arbitration under the Bill, and the tribunal will make such orders against the directors of the company in respect of their liability as it thinks fit.

Power of the Corporations to seek compensation for financial losses

17 The Bill will contain provisions such that, where after the relevant date and before the date of its transfer a company coming into public ownership has without the approval in writing of the Secretary of State:

a made any payments to its members for the purpose of reducing the share capital of the company otherwise than by the redemption of any redeemable securities;

b redeemed any securities which the company was not under any obligation to redeem before the date of transfer or made payments in respect of the redemption of any securities which exceed the minimum payments required to satisfy the rights existing on the said day of the holders of those securities;

c made any other payment to the holders of its securities (in their capacity as such) out of capital moneys, or distributed assets other than money to the holders of its securities (in their capacity as such);

d made to the holders of any of its securities any payment by way of special dividend thereon;

e entered into any transaction the effect of which is that property or rights of the company are transferred or granted to any person, and the consideration for such transfer or grant is received by the holders of securities of the company or any of them (in their capacity as such); or

f being the subsidiary of another company, effected (without consideration) a transfer to that other company or a subsidiary thereof of rights of ownership in any works;

the relevant Corporation may, within 12 months of the date of transfer of the company, make application to the Arbitration Tribunal in respect of any such transaction to determine the extent of the net loss resulting to the Corporation from the transaction. The Tribunal may make such orders against the persons responsible for the transaction or benefiting from it, including the directors of the company, for payment by them to the Corporation of sums sufficient to enable the net loss to be made good.

18 The approval given by the Secretary of State for the purposes of paragraph 17 above may be given subject to conditions which may include the reduction of compensation for securities transferred to the relevant Corporation and the reduction of the total amount of dividends which may be paid in accordance with the provisions set out in paragraphs 13 to 15 above.

19 Similarly, provision will be included such that, where after the relevant date and before the date of its transfer, a company coming into public ownership has, without the approval in writing of the Secretary of State:

a made any payment to any person without consideration or for an inadequate consideration;

b sold or disposed of any of its property or rights without consideration or for an inadequate consideration;

c acquired any property or rights for an excessive consideration;

d entered into or varied any agreement so as to require an excessive consideration to be paid or given by the company or;

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e entered into any other transaction of such an onerous nature as to cause a loss to or impose a liability on the company substantially exceeding any benefit accruing to the company;

and the transaction in question was not reasonably necessary for the purposes of the company or was imprudent the relevant Corporation may, within 12 months of the date of transfer of that company, make application to the Arbitration Tribunal in respect of any such transaction to determine the extent of the net loss resulting to the Corporation from the transaction. The Tribunal may make such orders against the directors of the company and the persons who were parties to the transaction, having regard to the extent to which those persons were respectively responsible for the transaction or benefiting from it, for the payment by them to the Corporation of sums sufficient to enable the net loss to be made good.

List A

Appledore Shipbuilders Ltd.
Austin and Pickersgill Ltd.
Brooke Marine Ltd.
Cammell Laird Shipbuilders Ltd.
Clelands Shipbuilding Co. Ltd.
Drypool Group Ltd.
Ferguson Brothers (Port Glasgow) Ltd.
Govan Shipbuilders Ltd.
Hall Russell and Co. Ltd.
Lithgows Ltd.
Robb Caledon Shipbuilders Ltd.
Scott and Sons (Bowling) Ltd.
Scotts' Shipbuilding Co. Ltd.
Smith's Dock Co. Ltd.
Sunderland Shipbuilders Ltd.
Swan Hunter Shipbuilders Ltd.
The Goole Shipbuilding and Repairing Co. Ltd.
Vickers Shipbuilding Group Ltd.
Vosper Thornycroft Ltd.
Yarrow (Shipbuilders) Ltd.
Bristol Channel Ship Repairers Ltd.
J. B. Howie Ltd.
North East Coast Shiprepairers Ltd.
R. & H. Green and Silley Weir Ltd.
Scott Lithgow Drydocks Ltd.
Swan Hunter Shiprepairers Tyne Ltd.
The Humber Graving Dock and Engineering Co. Ltd.
The London Graving Dock Co. Ltd.
The Wallsend Slipway and Engineering Co. Ltd.
Western Shiprepairers Ltd.
Barclay, Curle and Co. Ltd.
George Clark and NEM Ltd.
Hawthorn Leslie (Engineers) Ltd.
John G. Kincaid and Co. Ltd.
Scotts' Engineering Co. Ltd.
Swan Hunter Training and Safety Co. Ltd.
The Scott Lithgow Training Centre Ltd.
Yarrow (Training) Ltd.

List B

British Aircraft Corporation Ltd.
Hawker Siddeley Aviation Ltd.
Hawker Siddeley Dynamics Ltd.
Scottish Aviation Ltd.

Lord Beswick meets Welsh ship repairers. . .

Lord Beswick, Minister of State at the Department of Industry, on 11 March met representatives of the Transport and General Workers Union and shop stewards from the ship-repair yards of Bristol Channel Ship Repairers Ltd., to discuss the Government's proposals for public ownership of the ship repair industry.

The TGWU representatives made it clear that they supported the Government's proposals but there was concern about the future of the yards in South Wales under nationalisation. The company had been giving the impression that the yards would be closed.

Lord Beswick expressed deep concern about the anxiety being created in the minds of the workforce by the company's publicity campaign against nationalisation. He was able to give the delegation a firm assurance that the future of the yards as efficient ship repairers would not be jeopardised by bringing Bristol Channel Ship Repairers Ltd. into public ownership and that there were no plans to close any of the yards.

Later, Lord Beswick met representatives of Bristol Channel Ship Repairers' management and discussed the Government's proposals for the industry.

. . . and visits Hartlepool and Consett

Lord Beswick, Minister of State for Industry, visited Hartlepool and Consett on 19 and 20 March.

Lord Beswick has primary responsibility for conducting the review of proposed BSC steel closures and as part of the review had consultations with the workforces, local authorities, and others concerned. The Minister visited the plate mills at Hartlepool and Consett which are the subject of this part of the Review.

Discussions on Ferranti Ltd

Michael Meacher, Parliamentary Under-Secretary of State for Industry, on 11 March met representatives of the management and the non-union staff to discuss the problems of Ferranti.

The non-union staff representatives expressed the view that they had a part to play in discussions relating to the company. Mr. Meacher acknowledged this view.

The meeting agreed with the substance of the five points of procedure announced the previous day. The non-union staff representatives expressed their confidence in the future of the company and hoped that substantive decisions on that future would be made as a matter of urgency.

Increase in companies annual return fee

New draft regulations which propose to increase from £3 to £20 the fee payable with the filing of companies' annual returns at the Companies Registration Office have been published. A similar increase is proposed in the fee for the filing of corresponding documents by foreign-registered companies.

The new fees are intended to come into operation on 2 June 1975, subject to the approval of the draft regulations by Parliament. All other fees will be unchanged.

A spokesman for the Department of Trade said: 'The Jenkins Committee on company law recommended in 1962 that the fees should be high enough to deter the retention on the register of moribund companies. The fee, fixed in 1967, has failed to contain the size of the register which has continually increased since then'.

The annual return fee was introduced in 1967, when individual filing fees of 5s (25p) on each document filed were abolished. There are currently nearly 640,000 companies on the register compared with 528,000 at the end of 1968.

The fees payable on new company incorporations and for changing company names were increased in November 1973. The search fee at the Companies Registration Office, of 5p, has been unchanged since 1854. and can be altered only as a result of major legislation.

The new draft regulations are contained in the Draft Companies (Fees) Regulations 1975 (HMSO, 4p net).

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Stanley Clinton Davis at Seatrade Conference

Speaking at the Seatrade Conference – the fourth in the Money and Ships series – in London on 19 March, Parliamentary Under-Secretary of State (Companies Aviation and Shipping) at the Department of Trade, Stanley Clinton Davis, said that although the position with shipping is a very different one from a factory on shore, and the Industry Bill reforms which are now going through Parliament are not directly relevant to the shipping industry, they are bound to have a widespread impact on all industry.

One of the main aims of the Industry Bill, he said, is the stimulation of investment – and shipping can claim a better record than most of British industry in this respect. But the other aim is the improvement of relations between management and workers – through participation and disclosure.

Participation and disclosure

He pointed out that communication, information, consultation, co-operation are no longer just a litany of desirable economic practices. They are essential to the viability of the modern economy. And Britain, both in the public and the private sectors, has far too little of them.

On recruitment policy, promotion policy, working methods, production goals, redundancy, employees are far too often in the dark until the rumours begin to fly or a dispute has started.

UK company law, Mr. Clinton Davis went on, must be made to reflect these concepts.

He said he was convinced that there was everywhere a growing demand for meaningful participation and involvement by working people in the industry to which they had dedicated their lives. Such meaningful participation could not be achieved without broadening the whole area of disclosure. He emphasized however that so far as disclosure was concerned, there would always be safeguards in any legislation to take into account highly confidential information which it would be injurious to disclose.

Sea Life Research

He said that he was pleased that the British shipping industry is not standing aloof from the movement towards greater participation.

He spoke of the Sea Life Research programme, just launched by the National Maritime Board with the object of trying to establish more attractive conditions of work for seafarers. 'It is a review on behalf of owners and the unions jointly of the circumstances of life at sea,' said Mr. Davis. 'One of the main areas which the programme will examine is the improvement of job satisfaction and the whole question of greater involvement.'

What the Department is doing

Mr. Clinton Davis pointed out that the Department of Trade will be co-operating fully with the Sea Life programme. Two working groups, he said, are currently looking into the question of what framework of authority is necessary for the future of both merchant ships and fishing vessels. The Department has published detailed proposals for bringing up to date the system of certification of ships' officers and hopes to make Regulations this year.

Apart from this, the Department has produced a great number of Regulations, all

Forty-tonne Portal crane designed and built by M. B. Wild and Co. Ltd., Birmingham, seen with its hydraulically-operated spreader adjusted ready to pick up an ISO container at Purfleet deep wharf in the new £3 million Finanglia ferry terminal complex. The crane caters for the 'roll-on roll-off' system operated at Purfleet and in addition to containers it can handle continental flats weighing up to 40 tonnes as well as conventional slung loads.

Capper-Neill Industrial Products has won a £70,000 repeat order from Gibbons Brothers for the design, fabrication and supply of two cyclone systems for use at Redcar, Teesside. Each system comprises a 23-ton primary cyclone (see picture) and eight secondary (3½ tons) cyclones and is manufactured in carbon steel plate sections. The major problem in fabricating cyclones is to ensure that each plate is 'bent' sufficiently so that on welding, the cyclone has a perfect conical shape.

stemming from the 1970 Merchant Shipping Act, which have modernised many aspects of the welfare, health and working conditions of seafarers, and is at present working on more.

New pattern of ship owning

He also pointed out that there have been changes, especially in the last decade, in the pattern of ship owning. One trend has been the emergence of the developing countries – and in particular the oil producing countries. As trade has grown they have become more important sources of cargo and greater potential sources of finance for new ships.

Bulk trades

Britain, he said, is strong in bulk carriers and in container ships and liquid gas tankers. Britain is among the world's leaders with a fifth of the international tonnage.

We are continuing to support that degree of genuine competition which currently assists the interests of both the shipper and consignee.

'British firms winning offshore orders through competence and confidence'

The North Sea offshore market is now worth well over £800 million a year in the United Kingdom sector and British firms are winning about half of the orders, John Smith, Parliamentary Under-Secretary of State, Department of Energy, said in Brighton on 17 March.

Opening the Oceanology International '75 Conference 'Into Deeper Waters', Mr. Smith said: 'The development of oil and gas resources in the North Sea has created a huge market for offshore supplies and services which is worth well over £800 million a year in the United Kingdom sector alone.

'With this amount of expenditure involved the implications for attracting new and expanding industries to the Development Areas, particularly Scotland and North East England, are very promising.

'Already substantial investment has flowed into these areas. For example, in Scotland there were at the beginning of this year more than 30,000 oil-related jobs, and a further 10,000 indirectly oil-related jobs with – it is estimated – the prospect of more than 8,000 jobs still to come, of which 3,500 may be expected in the next 12 months. A further 6,000 jobs or more, have been created in North East England.

'As exploration, and hopefully development, come to the western shores of Britain other areas will be more directly exposed to the stimulating industrial benefits of offshore activity. Already central and local government are examining possible requirements and how and where they can best be met.

'The importance of the offshore market is therefore clear for all to see and we in Government certainly recognise this fact. One of the main functions of my Department's Offshore Supplies Office is to help British industry make the most of the opportunities presented by the offshore market, and with some measure of success Offshore Supplies Office has now established the climate in which the British offshore supply and contracting industry can operate. The Government will continue to encourage British industry to take full advantage of the opportunities offered by the offshore market and will provide advice and assistance wherever possible.

'But this brings me to a central point. No matter how much Government may seek to help, the final outcome will depend on industry's own efforts. The initiative, enterprise and aggressive salesmanship must come from industry itself and suppliers must become even more acutely aware of the needs and problems of the oil operators. While Offshore Supplies Office's purpose is to ensure that United Kingdom companies are allowed the same opportunities to tender for business as foreign competitors, the onus for making the most of these opportunities rests firmly with the companies themselves.

'Over the past two or three years the effort of British industry has widened greatly in its range, in its expertise and in its capability. United Kingdom registered firms are now winning about 50 per cent of the orders for the UK sector and they are not winning those orders from any sentimental whim on the part of the oil operators and their contractors but on the basis of competence and confidence.'

British firms were already acquiring the technology and experience necessary for operations in deeper waters, said Mr. Smith. 'Firms that can sell successfully to the offshore market on our doorstep will acquire the experience and reputation that will put them in an excellent position to sell to the offshore market worldwide. And that is a very large market indeed with enormous potential.'

School of Fuel Management

Members of the initial course for first-line managers, plant supervisors and operatives held at the new British Gas School of Fuel Management. The school is running several different courses aimed at using the gas industry's fuel efficiency expertise to achieve maximum fuel economy for the business community. In addition to fuel conservation courses, the school provides general update training and instruction in gas engineering for industrial gas users and for the gas industry's own engineers and technicians. At the recent opening of the school, at the British Gas Midlands Research Station, Solihull, Eric Varley, Secretary of State for Energy, described its 'highly effective, trail-blazing contribution to energy conservation'. Details of courses can be obtained from P. W. King, British Gas School of Fuel Management, Midlands Research Station, Wharf Lane, Solihull, West Midlands B91 2JW.

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Trade Marks (Amendment) Rules 1975

The Trade Marks (Amendment) Rules 1975, published on 5 March 1975, amend the existing Rules by adding measurements in the metric scale to those in the imperial scale contained in Rule 9, and including in classes 16, 21 and 27 changes in headings made since 4 March 1964.

The effect will be to permit documents to be lodged under the Act or the Rules upon international A4 size paper as well as foolscap and this change is in accordance with the Metrication Board's aim to remove any legal impediment to metrication, embodied in statutes or statutory instruments. The changes in class headings are those previously published in the *Trade Marks Journal* as follows:

Class 27 in Journal 4655, 15 November 1967
Class 21 in Journal 4827, 3 March 1971
Class 16 in Journal 4987, 27 March 1974

Copies of the new Rules (SI 1975/229) may be obtained from the Patent Office, Orpington, Kent BR5 3RD, from the Sale Counter, Patent Office, 25 Southampton Buildings, London WC2A 1AY, and from HM Stationery Office at the usual addresses, price 4p (by post 9½p).

Trade Marks (Amendment No. 2) Rules 1975 – increase in fees

Notice is hereby given in pursuance of subsection 3 of Section 40 of the Trade Marks Act 1938 that the Secretary of State for Trade intends to make Rules under that Act amending the existing Rules by increasing all fees payable in respect of trade marks. Copies of the draft Rules may be obtained on and after 24 March 1975 from the Patent Office, Orpington, Kent BR5 3RD, from the Sale Counter, the Patent Office, 25 Southampton Buildings, London WC2A 1AY, and from HM Stationery Office at the usual addresses (price 14p, by post 19½p).

Any person who desires to make representation for consideration before the Rules are finally settled should do so on or before 7 April 1975. Representations should be addressed to the Comptroller General, Industrial Property and Copyright Department, Patent Office, 25 Southampton Buildings, Chancery Lane, London WC2A 1AY.

Patents endorsed 'Licences of Right'

Under Section 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the date specified.

Number	Grantee	Subject-matter
28 February 1975		
1,089,633	Standard Telephones and Cables Ltd.	Traffic routing control arrangement
1,217,577	Standard Telephones and Cables Ltd.	Telephone ringer
1,253,305	Standard Telephones and Cables Ltd.	Frequency multiplier and filter units
1,305,174	Standard Telephones and Cables Ltd.	Flying lead substrate
1,317,541	Standard Telephones and Cables Ltd.	Speech transmission system
1,337,044	Standard Telephones and Cables Ltd.	Anti-reflection arrangement for display devices
1,339,796	Standard Telephones and Cables Ltd.	Method of producing semiconductor material
1,160,620	Automobiles Peugeot	Improvements in or relating to a method for regulating an installation producing compressed gas and an installation employing said method
1,206,097	Automobiles Peugeot	Improvements in or relating to a control device for controlling a movable closure panel
1,289,928	Automobiles Peugeot	Improvements in or relating to an exhaust gas device for an internal combustion engine
1,290,093	Automobiles Peugeot	Improvements in or relating to a sensor for measuring relative displacements
1,299,158	Automobiles Peugeot	Improvements in or relating to actuating mechanism for a latch bolt
1,307,749	Automobiles Peugeot	Improvements in or relating to adjustable seats in particular for a vehicle
1,313,612	Automobiles Peugeot	Improvements in or relating to a work piece support device for a machine tool
1,201,621	Gevaert-Agfa NV	Process for stabilising developed photographic images
1,221,935	Agfa-Gevaert (formerly known as Gevaert-Agfa NV)	Improvements relating to the preparation of photographic colour images
4 March 1975		
1,141,806	Gevaert-Agfa NV	Wrapping paper for photographic material
1,178,591	Gevaert-Agfa NV	Naphtol colour couplers and process for producing photographic colour images
1,202,931	Gevaert-Agfa NV	Method and apparatus for the viscous processing of photographic webs
1,221,429	Agfa-Gevaert	Manufacture of moulding material starting from polyethylene terephthalate
1,221,657	Agfa-Gevaert	Preparation of moulding material starting from polyethylene terephthalate
1,233,543	Agfa-Gevaert	Improvements relating to the transfer of colloid layers of photographic or thermographic material
1,264,313	Agfa-Gevaert	Photographic method for producing halftone multicolour images
1,299,594	Agfa-Gevaert	Silver complex diffusion transfer process
1,308,138	Agfa-Gevaert	Antifoggant for photographic silver halide materials
1,310,356	Agfa-Gevaert	Processing apparatus for use in diffusion transfer copying
1,312,451	Agfa-Gevaert	Improvements relating to the production of coloured colloid patterns
1,338,604	Agfa-Gevaert	A heat developable recording process and photosensitive recording materials for use therefor
1,357,104	Agfa-Gevaert	Apparatus for measuring dimensional deviations in travelling webs
1,359,818	Agfa-Gevaert	Manufacture of an electrostatic toner material
1,370,548	Medicor Muvek	Optical method and apparatus for determinations relating to the concentration of one or two components of a sample

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patent Form No. 45 within two months after the date of endorsement.

E. Armitage, Comptroller

Finance for technology

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance. NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere. NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance. The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London SW1H 0ET, or by telephoning 01-823 3400.

Price Commission interventions during February

During February the Price Commission rejected 19 notifications of price increases from manufacturing and service companies in Categories I and II. In another 33 cases the companies concerned withdrew their notifications of intended increases and in 93 cases (of which one was dealt with under the Stage 3 rules) the extent of the increase was reduced by the Commission. See lists below.

Under the Stage 4 rules, which came into effect on 20 December, the Commission has rejected a total of 34 notifications and modified 148; 60 notifications were withdrawn.

During February, following discussions with the Price Commission, two distributors in Category II and one distribution division of a Category I manufacturer agreed to make price reductions amounting to £1.3 million in order to eliminate excess gross or net profits as revealed in their periodic returns.

Following their inspection of records kept by enterprises in Category III, the Commission's regional officers secured the agreement of 57 distributors, eight manufacturers and one service enterprise to make price reductions amounting to £1.4 million in order to eliminate excess gross or net profits. In addition, the regional officers secured a total of 117 individual voluntary price reductions following their investigation of complaints about price increases.

Note

The Price Commission may intervene to reject or modify notifications submitted by Category I and II enterprises at any time during or after the 28 day period which must elapse before the increase can be implemented. Announcements about price increases where the Price Commission has not intervened are the responsibility of the company imposing the increase.

Rejections

Company	Product	% increase sought
Category I		
Co-operative Wholesale Society Ltd.	Salad cream and tomato ketchup	Not quantified
Enfield Rolling Mills Ltd.	Resistance welding electrodes	8.50
ICI Ltd.	Industrial nitrocellulose	15.90
Category II		
Berry Magicoal Ltd.	All products	10.00
Bowthorpe Hellerman Ltd. – Hellerman Electric Division	Cable identification and cable accessories	11.18
E. N. Bray Ltd.	Electrical control gear	10.00
Clark Equipment Ltd.	Construction machinery equipment	6.00
	Industrial truck equipment	8.00
	Spare parts	15.00
	Service charges	20.00
C. M. Steel Mills Ltd.	Cold rolled strip	29.40
Elwell Sections Ltd.	Cold rolled sections	14.00
Independent Television Publications Ltd.	Advertisement rates and cover price of *TV Times* magazine	15.55
	Cover price and advertisement rates of *Look In* magazine	Various
Linen Hire and General Launderers Ltd.	Laundering (collars)	9.40
Musical Rendezvous Ltd.	Records, cassettes, cartridges	16.20
Phonogram Ltd.	8-track cartridges	Not quantified
	Records	Not quantified
	Popular and classical musicassettes	Not quantified
Textron Ltd. – Bostich Division	Staples, nails and machines	26.00
Wagon Repairs Ltd.	Repair and servicing of privately owned railway freight vehicles	11.33
I. C. Wickman Machine Tool Manufacturing Ltd.	Multi-spindle automatic lathes	22.00

Withdrawals

Company	Product	% increase sought
Category II		
Bestobel Paints Ltd.	Decorative paints	68.44
Bursgreen (Durham) Ltd.	Machine tools	25.00
Charcon Products Ltd.	Precast concrete products	8.50
Coles Cranes Ltd. – Service Division	Van mileage charge	3.36
J. Compton Sons and Webb Ltd.	Standard uniforms	5.08
Custom Coil Coaters Ltd.	Paint coating steel strip	10.98
The De La Rue Co. Ltd.	Beautyboard	0.24
Evertaut Ltd.	Furniture	10.00
Evode Ltd.	Adhesive	8.60
	Mastic	7.10
	Chemical	5.30
Gross Cash Registers Ltd.	Fan scales	36.80
Hamilton Leasings Ltd. and Medenta Services Ltd.	Leasing Rates:	
	Hamilton Leasing	3.93
	Medenta Services Group	3.64
Malthouse Engineering Co. Ltd.	Flame-cut blanks and steel fabrications	14.10
Reads Ltd.	Beer and beverage cans and sanitary cans	0.92
Redfyre Ltd.	Domestic heating products	7.00
Spring Food Products Ltd.	Orange marmalade and mamade	55.15
Steetley Co. Ltd.	Berkonite	18.38
	Wyoming Bentonite	10.98
	Berkonite	3.01
	Wyoming Bentonite	10.98
	Aquagel	8.23
The Wellcome Foundation Ltd.	Veterinary products – vaccines	23.00
	Veterinary products	15.98
	Veterinary products	14.91

Modifications

Company	Product	% increase sought	Reduction made (percentage points)
Category I			
Alma and National Tube Co. Ltd.	Cold drawn steel tubes	15.21 +£2.53 per tonne	0.09 + £0.07 per tonne
Associated British Foods Ltd.	Bread	4.97	1.49
Bass Charrington Ltd.	Wholesale beer and all prices in managed houses	5.71	0.15
BOC Ltd.	Miscellaneous gas equipment, nozzles, rods and fluxes (other than copper based rods)	9.00	0.60

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Industrial and commercial property

Company	Product	% increase sought	Reduction made (percentage points)
The British Aluminium Co. Ltd.	Primary aluminium ingots and related ingot products	11.65	3.60
British Screw Co. Ltd.	Cladded fasteners	14.06	0.98
Ciba-Geigy (UK) Ltd.	Epoxy resins and hardeners	5.21	0.07
Coates Gaymers Ltd.	Cider	12.94	1.89
Creda Electric Ltd.	Cookers	11.60	1.50
	Electricaire central heating	14.00	0.90
	Storage radiators	8.00	1.20
	Corvette water heaters	9.80	1.30
	Spin dryers	11.10	1.60
Dartmouth Auto Castings Ltd.	High-duty iron castings	5.45 + £4.00 per tonne	0.01 + £0.04 per tonne
Girling Ltd.	Braking, actuation and suspension equipment for transport industries	8.01	0.23
GKN Sankey Ltd.	Wheels	15.05	0.09
Goodyear Tyre and Rubber Co. (GB) Ltd.	Tyres, tubes and wheels sold to the original equipment market	6.37	0.84
IMI Opella Ltd.	Plastic water terminal fittings	8.18	0.43
Imperial Tobacco Ltd.	Cigarettes	1.40	0.26
	Tobaccos	1.04	0.01
Main Gas Appliances Ltd.	Cookers, fires, natural gas conversion sets and spares, water heaters	8.62	0.09
The Metal Box Co. Ltd.	Open-top cans	1.94	0.20
Parkinson Cowan Appliances Ltd.	Cookers, fires, natural gas conversion sets and spares	7.28	0.32
RHM Bakeries Ltd.	Bread	8.68	1.44
Smart and Brown Engineers Ltd. and Moffats Domestic Appliances Ltd.	Electric cookers and parts	9.60	0.60
Smart and Brown Engineers Ltd.	Electric refrigerators and freezers and parts	10.47	0.15
Spillers French Baking Ltd.	Bread	13.91	2.16
Stelrad Group Ltd.	Radiators	17.20	0.72
T. I. Sunhouse Ltd.	Electric fires and spares	15.15	2.47
Texaco Ltd. – Jefferson Chemicals Division	Petro-chemical products	23.50	0.10
Thames Board Mills Ltd.	Range of carbon boards	7.56	2.84
Thorn Heating Ltd.	Steel panel radiators	12.90	3.10
Trust Houses Forte Catering Ltd.	Food and drink in Henekey Inns	3.42	0.25
Tubes Ltd.	Cold drawn seamless and welded carbon and alloy steel tubing	22.68 + £3.30 per tonne	£0.33 per tonne
Tunbridge Wells Laundry	Laundering charges	3.66	0.10
Yorkshire Imperial Plastics and Muntz Plastics Ltd.	Plastic tubes and fittings	3.62	2.62

Category II

Armco Ltd.	Small diameter steel tubing	6.50	0.10
Armstrong Patents Co. Ltd.	Shock absorbers, struts and other automotive components	22.20	5.70
Avana Bakeries Ltd.	Cake and flour confectionery	16.91	0.40
Avery Hardoll Ltd.	Metering equipment and ancillary fittings for liquids	26.70	2.01
Avon Industrial Polymers Ltd.	All products	7.33	0.09
Avon Rubber Co. Ltd.	Tyres for the original equipment market	6.96	2.54
Arnold Belford Ltd.	Silicon and wax impregnated papers	10.02	0.32
The Boots Co. Ltd.	Medical, toiletry, soap, food, pet and garden products	0.68-21.31	0.01-0.32
	Toiletries, soap, medical and garden products	1.66-20.50	0.01-0.13
	Cornox range of products	0.70-20.90	0.03-0.07
	Safer Sam	21.00-62.00	0.55-0.22
Bovril Ltd.	King beef	12.50	1.25
British Acheson Electrodes Ltd.	Carbon and graphite products	10.19	0.19
Bromford Iron and Steel Co. Ltd.	Cold rolled, round edge flats	22.00	0.10
Bulpitt and Sons Ltd.	Domestic electrical appliances, holloware, and teasets	8.20	0.10
Charles Busfield and Co. Ltd.	Commission dyeing	10.20	0.95
CCL Systems Ltd.	Strand/wire grips	6.15	0.65
Calor Gas GB Ltd.	Cylinder gas	11.43	0.48
Calor Gas NI Ltd.	Cylinder gas	14.50	0.04
The Carborundum Co. Ltd.	Abrasivegrindingwheelsand stones	9.64	0.17
Chubb Integrated Systems Ltd.	Banking equipment and service	19.33	6.49
Civil Aviation Authority	Telephone services at Aberdeen aerodrome	336.00	291.20
Coated Strip Ltd.	Pre-coated metal strip	13.82	0.08
Cummins Engine Co. Ltd. – Shotts Division	Diesel engines	23.75	2.58
John Dale (Foundries) Ltd.	Aluminium castings	8.50	0.53
Ductile Cold Mill Ltd.	Flat lengths	22.03	0.13
Elliot Machine Tools Ltd.	Surface grinders, milling machines and tools	15.00	7.75
Evans Electroselenium Ltd.	Medical/analytical instruments	6.00	0.58
Express and Star Ltd.	Advertisement rates and semi-display rates on Express and Star	13.84	5.07
Firestone Tyre and Rubber Co. Ltd.	New tyres, tubes and remoulds to the tyre replacement market and tyres and tubes to public transport operators	4.62	0.06
F. Francis and Sons Ltd.	Steel and tin plate drums and cans	13.88	1.35
Johnson and Johnson Ltd.	Surgical swabs and dressings	6.98	0.63
Kellogg Co. of GB Ltd.	'Rise and Shine' fruit flavoured drinks	26.23	0.39
Laporte Industries Ltd.	Hydrochloric acid	9.62	0.05
Laporte Industries Holdings Ltd.	Mined fluospar	12.37	0.38
Ledbury Preserves (1928) Ltd.	Jam	33.15	0.11
Link 51 Ltd.	Steel and storage equipment	14.66	2.20
Linton and Hirst Ltd.	Certain grades of laminations	11.64	0.55
Manders Paints Ltd.	Paints	7.50	1.30
C. E. Marshall (Wolverhampton) Ltd.	Diecastings, electro-plated components for automobiles, and domestic appliances	8.35	0.19
Louis Marx and Co. Ltd.	Factored toys	7.20	0.51
May and Baker Ltd.	Dimethyl sulphate	16.29	0.04
	Inorganic bromides	20.46	0.04
	Manganese hydroxide	9.28	0.04
Moore Taggart and Co. Ltd.	Garments supplied to British Rail	2.10	0.10
Ozalid Co. Ltd.	Drawing boards	5.00	0.12
	Surveying apparatus	9.50	0.05
Pegler-Hattersley Ltd.	Plastic baths and panels	8.78	0.07
	'S' type pressure gauges	9.80	0.34
Peglers Ltd.	Plumbers' and engineers' brassware	8.07	0.67
Ransome Hoffman Pollard Ltd.	Roller bearings	12.50	0.60
Renold Ltd.	Mechanical power transmissions	8.94	0.69
Scholl (UK) Ltd.	Foot aids	5.72	0.98
Star Aluminium Co. Ltd. and Star Wrought Products Ltd.	Aluminium container products	20.00	2.02
	Aluminium foil products	13.30	2.20
T. J. Smith and Nephew Ltd. – Elastoplast Division	Surgical dressings and plasters	1.65-19.86	0.68-0.72
W. M. Still and Sons Ltd.	Tea and coffee making units, accessories and spares	15.85	1.62
Uniroyal Ltd.	Powergrip timing belts	10.11	0.04
The Wellcome Foundation Ltd.	Belts	59.56	0.63
Whitworths Holdings Ltd.	Home mixes	22.66	1.71
	Soft flours	4.43	0.39
Jonas Woodhead Ltd.	Laminated and coil springs and forgings	27.07	4.67
Yorkshire Chemicals Ltd.	Urea formaldehyde based resins	26.98	2.97

Guide to price controls in Stage 4

A new booklet *A Guide to the Price Controls in Stage 4* issued by the Price Commission, gives businessmen a general summary of the Price Code and the Orders made under the Counter-Inflation Act. It describes the nature of the Stage 4 controls including the new investment provisions and the new safeguards. It also outlines the obligations on all those who are responsible for determining prices and charges, including the new legal requirement for many smaller and medium-sized firms to register with the Price Commission.

It is being sent to a wide range of trade and professional associations, Chambers of Commerce, banks and local authorities, businesses and other organisations.

Copies of the booklet can be obtained free of charge from the Price Commission's Information Centre, Neville House, Page Street, London SW1P 4LS (direct line 01-828 7070), or from any regional office.

Export pictures

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story, with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news. Send your news and photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Ministerial team of the Department of Prices and Consumer Protection seen with the Department's Permanent Secretary, Ken Clucas (right). Shirley Williams, Secretary of State, is flanked by Alan Williams, Minister of State, on her right, and Robert Maclennan, Parliamentary Under-Secretary of State. The picture was taken when Ministers had an informal meeting with staff.

Consultative document on Mole Valley route revision

Ten different proposals for splitting the Mole Valley departure route from Heathrow Airport are outlined in a consultative document published by the Department of Trade.

Although each of the proposals is different, they all have the same aim – a more equitable sharing of aircraft noise.

The proposals have been submitted by local authorities, amenity groups and other bodies, and individuals, and each one has been assessed operationally and for its likely impact on the environment by the Department and the Civil Aviation Authority.

In a covering letter to the document, which has been sent to Members of Parliament, local authorities and other bodies, Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, says:

'I recognise, of course, that it will be difficult, if not impossible to find a solution which will totally satisfy everyone, but I am hopeful that it will be possible in the light of further discussion and consideration to settle upon a revised routeing which will be judged by the great majority to offer an environmental improvement.'

The Department plans to allow time for the document to be considered, and then to hold a meeting in April to discuss the proposals with all those interested.

Notes

The suggestion that the Mole Valley route should be split was contained as a recommendation in the Noise Advisory Council's Report, Aircraft Noise: Review of Aircraft Departure Routeing Policy, published by HMSO in 1974.

The Department of Trade issued in June 1974 its first consultation document containing specific proposals for achieving such a route split. Public reaction generally favoured splitting the route, but there was no consensus about where the resulting two sub routes should go.

It is hoped to reach agreement on a re-routeing before the summer when air traffic is at its peak.

Name and address with cable

British firms cabling an overseas organisation for the first time should ensure that they include their name and full postal address. There is no comprehensive directory of cable addresses, and commercial departments in British embassies are often unable to help local firms who ask them to trace British firms from their cable address.

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Technology News

Three new engineering and technology careers films

Solving a communications problem for the disabled, producing a simple radar receiver for small boat sailors, and the determination of a girl to become an engineer, are the themes of three new films launched by the Department of Industry, for the Interdepartmental Committee on Publicity for Engineering and Technology.

'Bridget McEwen – Engineer', tells the true story of a girl determined to become an engineer who is taken on as an apprentice by Rolls-Royce and after three years graduates in mechanical engineering.

In 'The Right Type' – Nottingham schoolchildren devise a typewriter for the disabled suitable for a person who can only operate one muscle – so learning to make use of science as a means of providing practical solutions to specific problems.

'Any Ships Out There?' shows how young people from a school near Southampton worked for two years on an experimental technology project to produce a simple directional device to receive ships' radar transmissions which could be used in small boats and would not be prohibitive in terms of cost.

These films show what can be done by school pupils and how they can be encouraged to take a practical interest in engineering by solving a problem in the context of real human need. They provide for students in the 13 to 14 age group an introduction to market research, consultancy, improvisation within a limited budget, and design.

The fundamental objects of the Interdepartmental Committee on Publicity for Engineering and Technology, set up in 1964, are to ensure that young people, when making career choices, have the right information on individual opportunity and on the challenge of engineering and technology, and that science teachers are aware of technical change and its effect on everyday life.

Introducing the films at a preview on 12 March, Sir Ieuan Maddock, Chief Scientist, Department of Industry, commented that engineering was undervalued in our society, where subjects such as the arts and social sciences were regarded as part of a general education, but knowledge of engineering was considered almost uncultured.

He also pointed out that in this country only one in every 500 engineers was a woman. In France and America this proportion was one in 50; in Norway one in 10 and in Russia one in three. Where engineering was concerned, women represented a vast, untapped resource.

Engineering was important and this fact, he concluded, must be conveyed to the younger generation.

Fusing the light elements

A contract worth £270,000 has been signed between Culham Laboratory, the United Kingdom Atomic Energy Authority's centre for nuclear fusion research, and the Consiglio Nazionale delle Ricerche (CNR), Italy. Under this contract Culham will design and supply to the CNR-Euratom Laboratory for Plasma Physics at Milan University a complete apparatus of the Tokamak type for studies of the confinement and heating of high temperature plasmas.

The Tokamak system is currently attracting much attention in fusion laboratories throughout the world. The equipment consists of a stainless steel toroidal vacuum chamber surrounded by a copper shell for stabilising the plasma; a set of magnetic field coils encircling the torus to provide the main confining field; a transformer for inducing a current of 80,000 amperes for heating and confining the plasma; capacitor banks and a motor generator for providing the energy required to drive the magnetic fields and the plasma current; and a complete control system.

Manufacture of the major components is being undertaken by British Insulated Callenders Cables, Hawker Siddeley, Brentford Electric and J & P Engineering (Reading). The equipment will be installed by Culham engineers in Milan in early 1977.

Research on controlled nuclear fusion is aimed at the practical release of controlled nuclear energy from the joining, or fusing of the light elements (such as hydrogen, deuterium, tritium, helium and lithium) to form heavier ones. This is in contradistinction to the energy release in present-day fission reactors, which is produced by the breaking up (or fission) of the heaviest elements. Nuclear fusion, with almost unlimited fuel supplies, could provide an alternative to fission reactors.

At the elevated temperatures required – greater than one million degrees centigrade – the nuclei in the plasma state must be held, or confined, without contact with the material walls (which would cool and contaminate the plasma), for an adequate length of time and in a sufficiently dense state to obtain a net energy gain from the reaction. The main approach to the plasma confinement and isolation problems is by the use of magnetic fields. This method of magnetic confinement is receiving general world-wide attention, particularly in Tokamak systems.

Scenes from two of the latest films to encourage school children to take up engineering.

How industrial engineers can gain by computer

An Industrial Engineering Software Group has now been set up at Nottingham University, so that the research and experience in the use of computers gained at the University may be made available commercially.

Basic research into the use of computers for methods and time planning started at Nottingham in 1968. This work later extended into producing computer programs for designing and balancing assembly lines. As these projects moved towards the commercial stage, the work received financial support from the National Research Development Corporation.

With this finance, the Industrial Engineering Software Group has been set up within the Department of Production Engineering and Production Management to market these skills. It is now supported entirely by research contracts, consultancy and licence fees. So far, the Group has specialised in industrial engineering, production management systems analysis, programming and applications.

In the experience of the Industrial Engineering Software Group, the use of computers in industrial engineering, although a relatively recent development, can lead to sizeable increases in productivity. Ready availability of terminal equipment sited in the engineers office and linked to the company computer or an external bureaux can provide a cheap and effective system of control.

Further information from Dr. N. A. Schofield, The Industrial Engineering Software Group, Department of Production Engineering and Production Management, University of Nottingham, University Park, Nottingham NG7 2RD.

Projects for study by the Anglo-German Foundation

The Anglo-German Foundation has announced the first of a number of research projects. The themes of the three principal projects are: participation and industrial relations – a comparative study, the sponsorship of science-based enterprises in Germany and the UK and an attempt to re-examine the development of urban communities.

The second of these, which will be a comparative study of the conditions and trends affecting both the creation and growth of science-based firms in Britain and Germany, is expected to be completed by the end of this year.

The Foundation was established as a result of an Anglo-German inter-Governmental agreement in March 1973, to promote the study of British and German industrial society. Initial funding has been provided by the Federal German Government of approximately £500,000 per year for five years.

The Duke of Kent, Lord Beswick (centre), Minister of State for Industry, and Lord Kings Norton, President of the Royal Institution, pictured at the formal opening reception of the Exposition of Industrial Technologies held earlier this month at the Royal Institution, London. The Exposition was sponsored jointly by the Department of Industry's Committee for Industrial Technologies (CFIT) and the Royal Institution.

Alternative approach: 'Tomorrow's World' exhibition

The 'Tommorow's World' exhibition entitled 'Tomorrow's World finds other ways of doing things' was formally opened at an evening reception on 11 March by Tony Benn, Secretary of State for Industry. As already mentioned, the exhibition is open to the public from 13 March to 26 April at The Design Centre (admission 20p, students and children 10p).

All the products and processes displayed in this exhibition have been chosen because they represent a simpler, cheaper or more efficient way of doing necessary things. Many of them are the result not of advanced technological innovation, but of the intelligent application of long-established principles. Several have been designed to take account of the growing scarcity and cost of energy and natura resources.

Perhaps the most critical shortage at the moment is that of fuel and there are machines and processes in the exhibition that can reduce fuel consumption considerably, including an oil combustion system which can reduce a boiler's fuel consumption and an exhaust valve modification to cut fuel consumption in cars.

A number of items are of particular interest to architects and engineers, with several new ideas in prefabrication.

The exhibition also contains a variety of products and processes which have a wide range of applications from an underwater spark from the Electricity Council Research Centre that can crush rocks or shape metals to a limb support system from the Department of Medical Electronics at St. Bartholomew's Hospital. Chloride Technical Ltd. is exhibiting its sea-water battery which uses comparatively cheap chemicals for the electrodes and is particularly suited to powering distress beacons. Like many of the items in this exhibition, the electrode water heater developed by the British Rail Research and Development Division is not a new idea but it differs from earlier models in that it is made from non-corrosive material and is also capable of controlling the temperature of the water.

Tony Benn, Secretary of State for Industry, studies the Fluidyne liquid piston engine, developed by AERE Harwell, at the Design Centre exhibition.

New NRDC member

Tony Benn, Secretary of State for Industry, has appointed Bryan Stanley, Post Office Engineering Union General Secretary, a member of the National Research Development Corporation from 1 April.

NRDC membership is now: Sir Frank Schon, chairman; Mr. W. Makinson, managing director; Dr. J. C. Cain; Mr. C. Jenkins; Mr. F. J. M. Laver; Dr. W. Marshall; Mr. P. A. Matthews; Dr. A. W. Pearce; Mr. B. Stanley; Mr. L. V. D. Tindale; Lord Todd; Mr. F. A. S. Wood.

Britain

Concorde ready for take-off

by K. G. H. Binning, Director General, Concorde Division, Department of Industry

K. G. H. Binning, Director General of the Concorde Division, Department of Industry.

Next Tuesday – 25 March – Ministers responsible for the Concorde, the Secretary for State for Industry, Tony Benn, and the French Secretary for Transport, Marcel Cavaille, will meet in London. They will have one clear and immediate objective before them, to ensure that the aircraft enters service as soon as possible, thereby realising in practical form the immense development effort already made.

Already in 1975 a whole range of activities – scientific, technical, operational, environmental, international and collaborative – have carried the Concorde project forward.

On 21 January the United States Department of Transportation published the findings, after three years of work, of an important and authoritative scientific investigation on pollution by supersonic aircraft. This inquiry was ordered by Congress in 1970, when allegations of atmospheric pollution against supersonic transports (SSTs) were first made. Known as the Climatic Impact Assessment Programme, it involves nine federal US agencies, seven other countries, notably Britain and France, thousands of independent scientists and many universities. Its conclusions, in summary, are :

i The presently planned fleet of world SSTs cannot harm the earth's environment;
ii 100 Concordes, each operating in the stratosphere for over four hours, would have no effect on the ozone which is capable of detection;
iii in any event, the effects of potentially harmful pollutants from high-flying aircraft can be remedied and there is plenty of time to apply those remedies;
iv mankind is a long way from producing any detectable change in ozone concentration but world monitoring should continue to ensure that it stays that way;
v other pollutant sources are of potentially greater significance than the SST : for example, effluents from the space shuttle, aerosols and the automobile.

On 3 March, The Federal Aviation Administration (FAA) issued its draft Environmental Impact Statement (EIS) on proposed commercial Concorde operations by British Airways and Air France. It is now a requirement of US law that any federal action which may significantly affect the environment of the country must be preceded by such a draft statement. This must be publicly available for comment and may be the subject of public hearings before it can become the basis for firm policy.

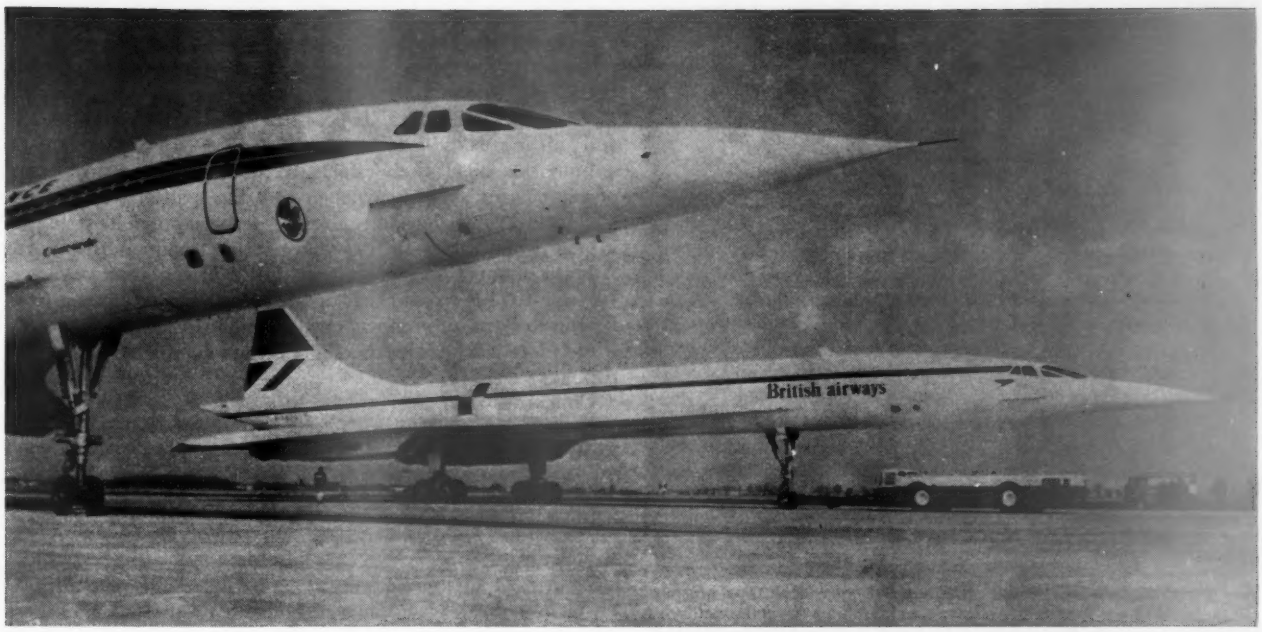
The draft EIS on Concorde takes the line that the proposed British Airways and Air France services to Kennedy Airport – New York and Washington – at a rate of four round trips a day to New York and two to Washington – are acceptable to the FAA. The statement emphasises that Concorde's noise levels, as predicted by the manufacturers and as observed in the US, are on a par with those of the far more numerous Boeing 707s and DC8s, and that the effects of six daily Concorde services to the east coast will be so small that there is no case for refusing them.

This EIS is very important indeed, since for the first time the US federal authorities have had to make their position publicly known. Inevitably also, opposition to Concorde has been reawakened. The FAA has announced public hearings in Washington and New York in April, at which representatives of the Concorde Project will certainly appear, and draft Bills attempting to restrict or ban the aircraft have been introduced in both the Senate and House of Representatives. Nevertheless, if the views of the FAA are maintained with confidence and determination, a major hurdle will have been overcome.

On a quite different front, and without publicity, the joint team of Government scientists and BAC staff at the Royal Aircraft Establishment, Farnborough, completed the 15,000 simulated flying hours required for Concorde's certification on the fatigue test specimen on 21 January. Readers of Neville Shute's *No Highway* will recall the importance of such a test, which for Concorde has a special significance because its airframe is subject to wider extremes of temperature than previously met in commercial flying.

The complex test rig, which completely encloses a full-scale Concorde and simulates the whole range of stress and temperature experienced in both supersonic and subsonic flight, has now achieved the equivalent of nearly 7,000 completed flight cycles. It is so programmed that it will always have done at least twice the number of 'flights' of the oldest aircraft actually in service – a task which will keep it fully occupied until 1980.

And on 11 February another, and much less spectacular, test was completed at Filton in the presence of the British and French certification authorities. The trial demonstrated that, using only half the emergency evacuation facilities provided on Concorde, a full complement of passengers and crew can leave the aircraft in the dark within the internationally required time limit of 90 seconds. On that evening, 128 'passengers', plus six crew, were evacuated in 86 seconds. Appropriately enough, the passengers' role was played by members of



Above: Proud partners – the first and second production Concordes pictured together at Toulouse. Right: Tony Benn (right), Secretary of State for Industry, in conversation with J. Ferguson Smith, deputy chairman and managing director, Commercial Aircraft Division, British Aircraft Corporation, aboard the Concorde.

the British Aircraft Corporation staff, their wives and children, many of whom had never before been inside an aircraft. Only the babes in arms were not real – teddy bears stood in for them.

Although icing cannot occur on Concorde when it is cruising at twice the speed of sound, since the temperature of the skin of the aeroplane is then about 100 deg. C, it may run into icing conditions during climb and when preparing to land. Some years ago wind tunnel tests were carried out on a 1-16th scale model in which icing conditions of varying intensities were simulated. Then full-scale flight trials began with Concorde flying into a water cloud sprayed from a tanker aircraft.

Last autumn the tests transferred to Moses Lake in Washington State, USA, since rime icing conditions are rarely found near Britain. The last stage of the trials has just been completed, the British pre-production aircraft 01 returning from Nairobi on 12 March. This demonstrated the ability of the plane to cope with ice crystals. These are usually found in cumulo-nimbus clouds common in tropical zones where air masses from the northern and southern hemispheres meet. Kenya proved to be ideal for this work, which was completed well within the schedule.

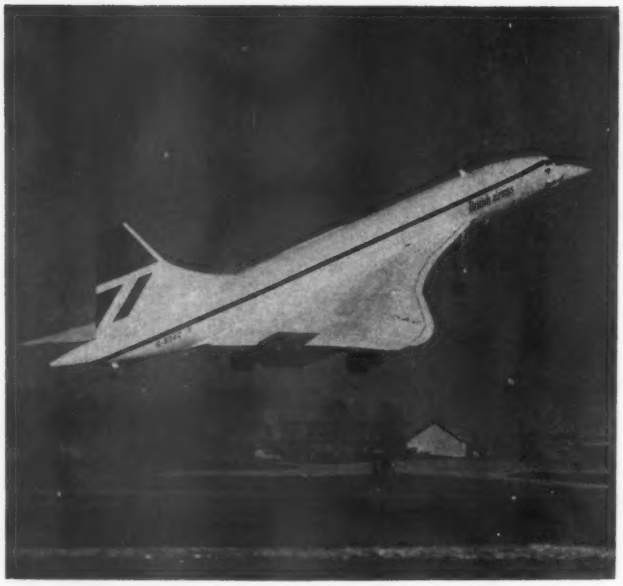
On 31 January another Concorde, No. 3 production aircraft and the seventh Concorde to fly, made its maiden take-off from the Aerospatiale base at Toulouse and within minutes was in supersonic flight. The first flight lasted three hours 44 minutes, and a speed of Mach 1.82 was reached. On the second flight Mach 2 – its normal cruising speed – was reached and exceeded.

While this was happening in Toulouse, engineers at Filton were putting the finishing touches to No. 4 production aircraft, which made its maiden flight a month later and, like its French counterpart, exactly to the planned schedule. This is the fourth British-assembled Concorde to fly and, most important, the first Concorde which will carry ordinary fare-paying passengers on the routes of British Airways, in whose attractive livery it is painted. Its registration letters are appropriately, if somewhat nostalgically, G–BOAC.

The first flight of the fourth production aircraft – 204 – moved forward the running total of Concorde flying hours to 3,590, three-quarters of the way along the road to certification, but the most concentrated period of flying is yet to come. In a four-month period beginning in May, two aircraft, one British (No. 4) and one French (No. 3), will fly for more than 1,000 hours along the major air routes, exposed to the whole range of meteorological, traffic control and airport conditions likely to be met in commercial service. When it is realised that the total of hours flown by the Boeing 747 when it entered service was 1,500, the extent and thoroughness of the Concorde flight test and development programme stands out.

The flying, in its turn, rests heavily on the hundreds of ground tests which, since 1963, have filled the laboratories and test establishments of the UK and Europe with specimens and components and systems and sub-assemblies which have been stressed and tensioned and vibrated and heated and cooled in the fullest and most detailed examinations which have ever been devised for any aeroplane. This vast programme has had at its centre the two full-scale tests of Concorde's structural strength (at Toulouse) and of its fatigue life (at Farnborough).

The remarkably smooth progress of Concorde's flying to date has stemmed from the unprecedented strength and scope of the work on the ground. This has not only been done by



Top: A leap into the air – Concorde 204, the fourth production aircraft, takes off on her maiden flight from Filton to Fairford on 27 February. Above: A passenger eye's view of the Concorde interior (mock-up). Below: The pilot's view – mock-up of the Concorde's flight deck.

the main airframe and engine companies and by the Government establishments, but by the sub-contractors and suppliers, of whom there are about 150 in the UK alone. At the peak, there were more than 20,000 people engaged on Concorde in Great Britain, and 15,000 in France. The first flight of the full airline standard Concorde No. 4 was, therefore, a culmination of all their efforts, resulting from the investment of engineering skills over nearly half the span of working life.

Concorde has therefore already demonstrated its potential in flight. In the past few years it has spanned the North Atlantic many times, often with full representative payloads. In June 1974 it crossed that ocean twice in a day – going from Boston to Paris, 68 minutes on the ground, and back to Boston – all before a scheduled Boeing 747 had completed a one-way trip.

Concordes have been to the Middle East, to Africa, India, Japan, and Australia; to Central and South America, North, South and East Africa; to Alaska, San Francisco, Los Angeles, Texas, Miami and Washington, Singapore, Dakar, Manila, the Azores – and a host of other places.

Yet, those Concordes – even the prototypes – without the technical backing which an international airline provides have kept to their schedules at 60 or more different airports throughout the world. They did it with no dramas, and have given hundreds of people their first taste of what tomorrow's flying will be like.

The last time something comparable to the events of this year happened in civil aviation was when, in 1959, the jets were about to raise cruising speeds from around 300 miles/hour up to 550 miles/hour or more. People read about it but they did not really believe it; or, if they believed it, they did not think it was for them. Then the jets came in, they overwhelmed the market, and the rest is history – even if still a history no more than 20 years old. Concorde, in the same kind of quantum jump – indeed a bigger one – is, and in less than a year from now, going to double cruising speeds from 600 to 1,350 miles/hr. It will fly to America and back in the time it now takes to cross the Atlantic one way. It is going to link the cities of the world remotest from each other, such as London and Melbourne, in far less time than it took the airliners of 25 years ago to fly from London to New York.

Such a change is bound to revolutionise business travel, and this is the market sector which will first respond. Speed is the airline industry's most saleable product to the business traveller who provides much of the revenue on long-distance flights. By getting there in half the time, Concorde will make it possible to schedule departures during the most attractive hours of the day, allowing consequent reductions in boredom, fatigue and disturbance to the biological rhythm. The traveller will save not only time as such, but will lose less sleep and still be able to make productive use of the hours saved.

Air mail for export correspondence

All correspondence overseas should be done by air but care should be taken that mail is fully stamped as correspondence may be delayed and export opportunities lost. Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage. Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 20p.

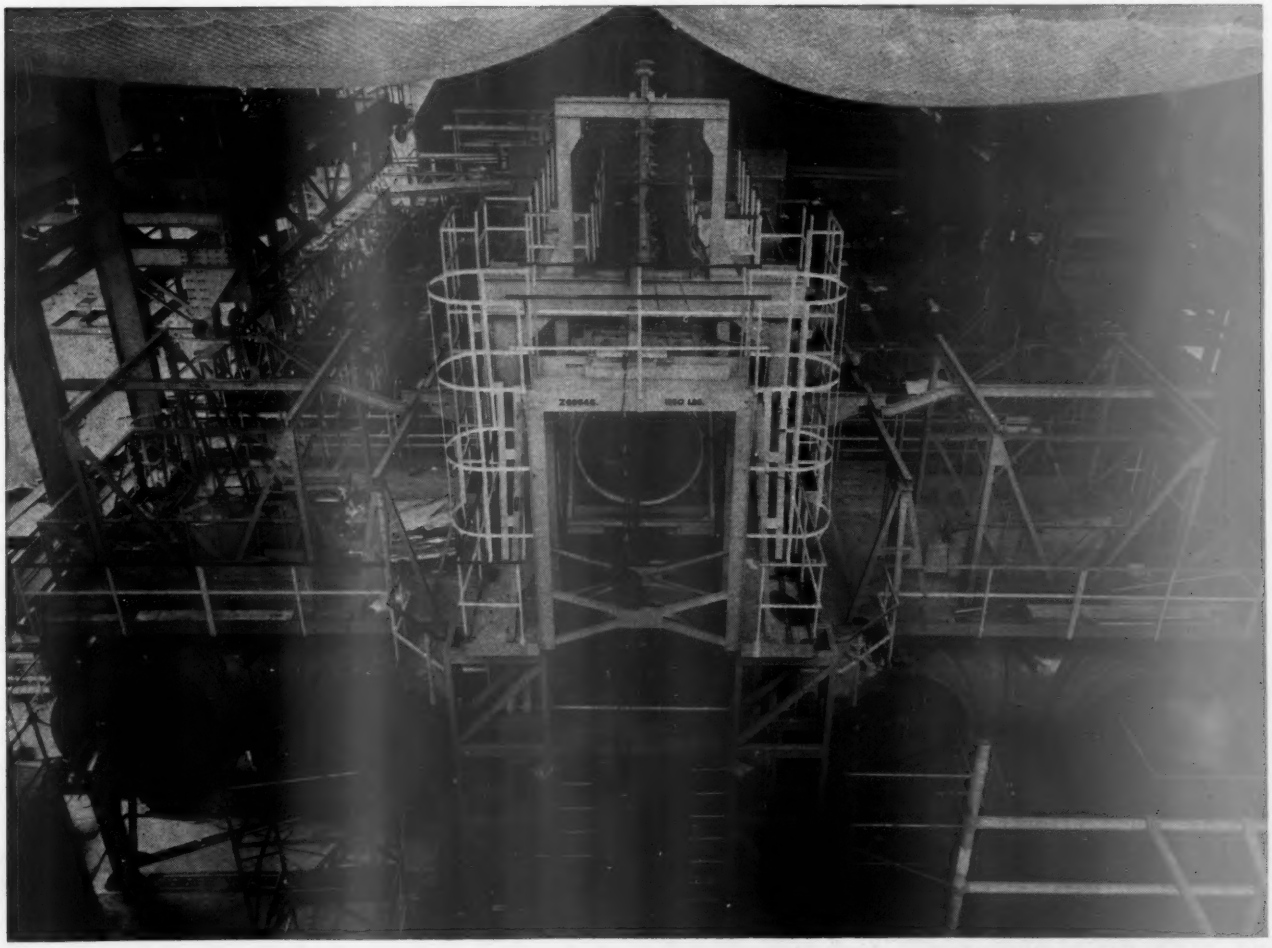
Concorde is a monument to aeronautical achievement. It has impressed all those who have flown in it, whether as crew or as passengers. It can cut travel time in half. But the ultimate test of success is sales. The national carriers – British Airways and Air France – have bought it; negotiations with Iranair are well advanced. But for many airlines business is bad. Large losses are reported from the US to Japan. Retrenchment, not investment, is most often discussed.

So, at a time when airline revenues are diminishing and business traffic is growing, if at all, not at its accustomed rate, it is all the more important that Concorde should make its impact felt on the commercial market as soon as possible. Undoubtedly major overseas airlines will wait and see: they will want to judge in 1976 how Concorde shapes up in the first months of actual service. They will note the load factors, the reliability and measure the effect on their subsonic services. Then they will have to decide which type of airline they plan to be in the 1980s, those which have Concordes or those which take twice as long.

Concorde is a truly collaborative project, with work and expenditure shared between the partners, as envisaged by the 1962 Treaty which formally set it up. Estimates of total development cost have remained virtually unchanged in real terms for more than two years. Indeed, over that period they have shown some slight fall. The latest revision, taking account of changes in economic conditions and variations in exchange rates, stands at a little under £1,100 million.

It is predictable that the Ministers' main discussion in London next week will centre on the timetable for achieving a full certificate of airworthiness, the production programme for the aircraft ordered by British Airways and Air France, and the progress likely in negotiation with those countries to which it is planned to fly. That appraisal will enable them to determine the date and the routes on which the western world's first supersonic airline service will be inaugurated.

Above: Concorde production at Filton just before the 204 (seen in the background) left for her maiden flight. The other aircraft are, from the front, Nos. 206, 210 and 208. Below: The complex test rig which encloses a complete Concorde airframe at the Royal Aircraft Establishment, Farnborough, for fatigue testing. An intensive programme of 15,000 simulated flying hours was completed at the RAE on 21 January.



Parliament

Monday, 10 March

Ministers at the Department of Industry

Secretary of State for Industry: Anthony Wedgwood Benn
Ministers of State: Eric Heffer
Lord Beswick
Parliamentary Under-Secretaries of State: Gregor MacKenzie
Michael Meacher

Ministers at the Department of Trade

Secretary of State for Trade: Peter Shore
Parliamentary Under-Secretaries of State: Eric Deakins
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection: Shirley Williams
Minister of State: Alan Williams
Parliamentary Under-Secretary of State: Robert Maclennan

Bread prices

Mr. Gwynfor Evans (Carmarthen) asked for a geographical breakdown indicating what areas in Wales pay the higher price for bread.

Mr. Maclennan answered: 'The Bread Prices Order 1974 makes provision for different maximum prices for standard loaves in five areas of the United Kingdom. These reflect the traditional pattern of regional differentials based on the higher transport costs incurred in supplying bread to the areas concerned. In Wales the maximum prices for these loaves in the counties of Clwyd, Dyfed (excluding the District of Ceredigion) and Gwynedd are ½p per loaf above those in the other parts of Wales; in the District of Ceredigion the differential is 2p on a large and 2½p on a small loaf.

'Prices in the shops may not exceed these maxima or the prices charged on 20 March 1974, whichever are the lower, plus in either case the increases recently authorised by the Bread Prices (Amendment) Order 1975. Actual prices are therefore likely to reflect the variations in operation on that date.'

DPCP regulations, orders, etc.

Mr. Keith Speed (Ashford) asked for a list of the legislation, regulations, and circulars produced by the Department of Prices and Consumer Protection during the past 12 months that have laid new duties on local authorities.

Mr. Williams said that the following Acts and Orders laying new duties on local authorities during the last 12 months were the responsibility of the Secretary of State for Prices and Consumer Protection:

Consumer Credit Act 1974 (the main duty will be to enforce regulations yet to be made)
Hall Marking Act 1973 (which came into full effect on 1 January 1975)
Prices Act 1974
Bread Prices Order 1974
Butter Prices Order 1974
Cheese Prices Order 1975
Price Marking (Meat and Fish) Order 1974
Price Marking (Vegetables) Order 1974
Weights and Measures (Sale of Wine) Order 1974

'Departmental circulars give guidance to local authorities; they do not lay duties upon them,' said Mr. Williams.

Airport security

Mr. Paul B. Rose (Manchester, Blackley) asked if the Secretary of State for Trade was now satisfied with the arrangements for security in respect of passengers bound for or returning from airports within the United Kingdom and the Republic of Ireland.

'Close and continuous attention must be paid to the extent and implementation of all aviation security measures,' said Mr. Clinton Davis. 'Particular attention is paid to flights to and from Northern Ireland and the Republic of Ireland.'

Exchange rates

Mr. Nigel Spearing (Newham South) asked for information on the exchange rates general prior to, and after, the floating of the pound, with each of the member states of the EEC comparing in each case that change with the adjustments toward the Common External Tariff and its final adjustment in 1977.

Mr. Deakins replied: 'Exchange rates with other EEC Member States, excluding Ireland, whose rate is maintained level with the £ sterling, are published monthly in *Financial Statistics*, which is available in the House of Commons Library.

'Tariffs on industrial goods between the UK and the six original Member States were reduced by 20 per cent on 1 April 1973, 1 January 1974 and 1 January 1975, and, following a further 20 per cent reduction on 1 January 1976, are due to be removed on 1 July 1977.'

Company liquidations

Mr. Robert Adley (Christchurch and Lymington) asked about the number of companies in Hampshire, Wiltshire and Dorset which have gone into liquidation in each of the last three months; and to what these liquidations are attributed.

Mr. Clinton Davis replied: 'Such information as is available relates only to compulsory liquidations. Winding up orders made either in the High Court or the appropriate County Court where the company has its registered office or place of business in Hampshire, Wiltshire or Dorset for each of the three months to 28 February 1975 are as follows:

	Hampshire	Wiltshire	Dorset
December 1974	6	2	nil
January 1975	5	nil	nil
February 1975	5	1	nil
	16	3	—

'The areas covered by County Courts having jurisdiction in bankruptcy and companies winding up do not necessarily coincide with County boundaries. In due course the Official Receivers concerned will report to the appropriate Courts, and to the creditors and contributors, their views as to the reasons for the failures.'

Law of insolvency

Mr. Neville Trotter (Tynemouth) asked if the law of insolvency would be amended so as to give employee's preferential claims priority over those of the Inland Revenue and other Government departments.

Mr. Clinton Davis answered that the Secretary of State for Employment is considering proposals for expediting and paying in full some part of an employee's claims for remuneration, holiday pay, etc., in connection with a proposed Employment Protection Bill.

'Proposals for other measures concerning employees' preferential rights will be considered when an opportunity for legislation arises,' said Mr. Clinton Davis.

Financial assistance for workers' co-operatives

Dr. Keith Hampson (Ripon), Mr. Ioan L. Evans (Aberdare) and Mr. John Stanley (Tonbridge and Malling) asked the Secretary of State for Industry to publish the guidelines currently being used by his department to determine the terms under which financial assistance is offered to workers' co-operatives.

Mr. Benn answered: 'Guidelines for assistance under Section 7 of the Industry Act 1972 were announced on 2 October 1972, and notified to the House on 1 November 1972.

'The considerations governing Section 8 cases are wider and both are covered by the Act itself.

'These apply to all applications for assistance under these Sections of the Industry Act 1972 irrespective of the type of company involved. The final responsibility lies with Ministers.'

Disclosure of information

Mr. A. G. F. Hall-Davis (Morecambe and Lonsdale) asked why, if the disclosure of information might be held to be prejudicial to the interests of an undertaking, the Secretary of State for Information was requiring in the Industry Bill an undertaking to disclose that it is appealing against a direction to furnish such information.

'When a company makes an application that may restrict the information available to its workers their representatives should know of this, and be able to argue their case,' said Mr. Benn.

Planning agreements

Mr. Eldon Griffiths (Bury St. Edmunds) asked for a list of the 150 companies with whom the Secretary of State for Industry expects to make planning agreements in accordance with his statement to Parliament on 17 February.

'No, Sir,' said Mr. Heffer. 'We would like to have agreements with all the most important manufacturing firms, such as those at present in Category I of the Price Code, but this will take some years. In that time the Category I list is likely to change substantially. There are, too, important sectors in which Category I companies do not figure large.'

Mr. Hal Miller (Bromsgrove and Redditch) asked about the use of price controls as a means of support for the system of planning agreements.

'Prices policy will be an important element for discussion in all planning agreements,' said Mr. Heffer.

Workers' co-operatives

Mr. Peter Rost (South East Derbyshire) wanted to know the amounts of public funds so far advanced to workers' co-operatives; and what further amounts are currently under negotiation.

Mr. Heffer said: 'As already announced, the first instalment of the grant to the Kirkby workers co-operative was paid on 15 January. A first payment of assistance to the Meriden workers co-operative was made on 6 March. A small interest relief grant is being paid to a workers co-operative in the Northern Region under an offer made in October 1973. Two other applications for assistance in forming co-operatives and one application for assistance for an existing co-operative are under consideration.'

Mr. Michael McNair-Wilson (Newbury) asked for a further statement about Government financial assistance to the Meriden Workers' Co-operative.

'With the completion of the necessary Agreements, assistance has been provided to enable the Co-operative to begin production,' said Mr. Benn.

Scottish Development Agency

Mr. Tam Dalyell (West Lothian) asked the Secretary of State for Industry, what functions he has in Scotland, and what functions he will retain after the proposed transfer of certain powers to the Secretary of State for Scotland, and Mr. Dennis Canavan (West Stirlingshire) asked about the role envisaged for the Department of Industry in Scotland after the setting up of the Scottish Development Agency.

Mr. MacKenzie replied: 'At present my Rt. Hon. Friend's functions in Scotland are the same as in the rest of Great Britain. Following transfer of responsibility for regional selective assistance in Scotland to my Rt. Hon. Friend the Secretary of State for Scotland and the setting up of the Scottish Development Agency which will be answerable to him, my Rt. Hon. Friend will retain throughout Great Britain his existing responsibilities for general and sectoral industrial policy, statutory responsibility for the British Steel Corporation and the Post Office, and responsibility for industrial research and development, together with certain aspects of regional industrial policy. In all these matters insofar as they affect Scotland, we shall as always consult my Rt. Hon. Friend the Secretary of State for Scotland.'

Mini-development areas

Mr. Gwilym Roberts (Cannock) asked if the Secretary of State for Industry would make a study of the possibility of revising existing regional policies by providing mini-development areas within regions to meet the problems of pockets with particular industrial and employment problems.

Mr. Heffer replied: 'We are aware that some small areas including the inner cities have particular problems and the Government have in hand a number of studies. Nevertheless, experience has shown that general regional incentives work best if the areas in which they are available are broadly defined and stable. However the Industry Bill will greatly increase the Government's ability to give selective help to places with industrial and employment problems wherever they may be located.'

Industrial development certificates

Mr. Tim Sainsbury (Hove) asked about the number and size of industrial development certificates granted in each region for the six months ended 31 December 1974; and how these figures compare with the equivalent period in 1973.

Mr. MacKenzie said the numbers and size of industrial development certificates approved in each region for the six months ended 31 December 1973 and 31 December 1974 are as follows:

Region	1 July-31 December 1973		1 July-31 December 1974	
	Approvals	Area ('000 sq. ft.)	Approvals	Area ('000 sq. ft.)
North	2	—	1	—
Yorkshire and Humberside	103	4,083	166	8,776
East Midlands	81	2,852	119	3,462
East Anglia	63	2,181	62	1,774
South East	391	8,580	415	14,137
South West	61	1,908	61	2,150
West Midlands	109	3,325	139	5,990
North West	88	4,368	157	7,509
Wales	8	250	22	1,654
Scotland	1	—	11	—

Notes: (a) IDCs are not required in the Development Areas and Special Development Areas.
(b) Figures for Scotland and Wales are not strictly comparable as between 1973 and 1974 due to the granting of Development Area status to the Cardiff and Edinburgh areas in August 1974 and their subsequent exclusion from the control.
(c) The figures relate to all schemes including buildings converted to industrial use.
(d) On 1 September 1974 the exemption limit below which IDCs are not usually required was lowered from 10,000 sq. ft. to 5,000 sq. ft. in south east England and from 15,000 sq. ft. to 10,000 sq. ft. in the rest of England outside the Intermediate Areas.
(e) Not shown in order to avoid disclosure of information given in confidence.

Section 8 assistance to industry

Mr. Ian Gow (Eastbourne) asked about the amount of financial assistance provided, with the consent of the Treasury, under Section 8 of the Industry Act 1972, during the current financial year.

Mr. Meacher said that payments made in the current financial year up to 31 January amounted to £4.809 million.

Mr. Meacher continued: 'This total is made up as follows:

Purchase of holding in KTM Machine Tools (Holdings) Ltd.	£2.975 million (net)
105 payments made under the Wool Textile Industry Scheme	£1.834 million

'Subsequently assistance, within the offer of £4.95 million previously announced, has been made available to the Meriden Co-operative on proof of need. An initial advance was made on 6 March but it is not the normal practice to disclose the instalments by which selective assistance is paid to individual companies.

'Under the Wool Textile Industry Scheme offers of assistance amounting to over £3.8 million have been made but payment has not yet taken place.

'Guarantees have been given to Alfred Herbert Ltd. and Scientific and Medical Instruments Ltd. The level of guarantee currently stands at £3 million and £1.25 million respectively.

'In addition the House approved, on 18 December 1974, that assistance of up to £50 million in the form of a guarantee may be provided to BLMC and, on 5 March, a guarantee of up to £8 million to enable NVT to obtain additional export credit cover.'

Investment

Dr. Jeremy Bray (Motherwell and Wishaw) asked if a programme would be instituted of advance building of chemical and other process plants to even out the investment cycle.

'We fully accept the desirability of evening out the investment cycle,' said Mr. Meacher. 'A company's investment strategy will be one of the questions to be discussed in the context of planning agreements. We think it would not be practicable to build advance plants in the way that we build advance factories since

chemical and other process plant must be built to the user's specification.'

Mr. Nicholas Ridley (Cirencester and Tewkesbury) asked for the figure for private industrial investment in 1974; and for a comparison with 1973.

Mr. Benn replied: 'Capital expenditure by manufacturing industry in 1974 is provisionally estimated at about £3,260 million, at current prices. This represents £2,115 million at 1970 prices, 10 per cent greater than in 1973. This figure relates mainly to private industry, but includes publicly-owned manufacturing concerns.'

Requirements boards

Mr. Kenneth Warren (Hastings) wanted to know the total amount of money committed by the requirements boards to new projects launched by the boards since 1 March 1974.

Mr. MacKenzie replied: 'Since 1 March 1974 the requirements boards have committed in total some £36 million on their programmes over a period of years, of which some £11 million or some 30 per cent is in respect of new projects.'

EEC allowances for steelworkers

Mr. Geraint Howells (Cardigan) asked for a statement about the amount of money that could be made available from the EEC to retrain and re-establish in local jobs the men due to be made redundant by the closure of the Ebbw Vale steelworks.

Mr. Meacher answered: 'In accordance with the terms of the Agreement concluded in 1973 between the UK Government and the Commission of the European Communities, the Commission are prepared to refund to the UK up to half the cost of providing the special tide-over, retraining and resettlement allowances payable to certain redundant UK steelworkers under the Government's Iron and Steel Employees Readaptation Benefits Scheme (SI 1974 No. 908).

'The Government will shortly be making a formal application to the Commission for ECSC readaptation aid for workers who lose their jobs at Ebbw Vale, and we have every confidence that the closure will satisfy the agreed criteria for Community assistance.

'Additionally, the Commission has agreed in principle to contribute towards the costs of providing approved training courses in new skills for steelworkers made redundant as the result of qualifying closures, on the same scale as the UK Government contribution, ie from one-third to one-half of the total cost for each approved scheme. One such scheme in respect of Ebbw Vale is already before the Commission.

'It is not possible at this stage to quantify the total assistance which will be available.'

British Steel Corporation

Mr. Michael Marshall (Arundel) asked how many civil servants in the Department of Industry are concerned with the British Steel Corporation's quarterly, annual and five-year operating and planning agreements.

Mr. Meacher replied: 'There are currently 24 officials in the Iron and Steel Division of my Department, of Higher Executive Officer or equivalent level or above. They are all concerned with various aspects of the British Steel Corporation's activities in addition to to other responsibilities on steel. They call, as necessary, on specialist advice from economists, accountants and business management experts in other parts of the Department.'

Mr. Peter Morrison (City of Chester) asked about the total number of BSC employees working on less than a five-day week.

Mr. Meacher replied: 'The Corporation inform us that some 4,500 employees are at present working less than five days a week on their normal duties but the Corporation have so far found alternative work for nearly all of these so as to provide full five-day working.'

EAGGF of EEC on tobacco

Mr. Spearing asked for a breakdown of expenditure of £49 million sterling equivalent by the Guarantee Section of the EAGGF of the EEC in respect of tobacco for the year 1973, explaining the operations in respect of this crop, where it is grown in the Common Market, and providing a reference for further reading.

Mr. Meacher said that the expenditure of the EAGGF of the European Community on tobacco in 1973 was

	£ million	Units of account
Restitutions	—	—
Premia	48.2	115.7
Storage	1.0	2.5
	49.2	118.2

He continued: 'The Community support arrangements involve the fixing of target ('norm') prices for each variety to assure growers an adequate return and to encourage improvements in quality and variety. As these are generally above world prices premia are paid to buyers to encourage them to purchase direct from the growers. The intervention agencies are obliged to buy in at the intervention price (which is normally 90 per cent of the appropriate target price) all the Community grown leaf of acceptable quality offered to them. There are arrangements to discourage the accumulation of unsaleable surpluses in the hands of the intervention agencies. Export restitutions can also be paid for certain varieties.

'The main producers of tobacco in the EEC are Italy and France, while some is grown in Germany and a little in Belgium.

'A full account of the Community's common agricultural policy for tobacco is contained in 'the Common Agricultural Policy' published by the Commission, August 1972, and the Annual Report on Agriculture 1973, COM (73) 1850 Final (1974 edition available shortly) gives an account of the operation of the system during that year.'

National Enterprise Board

Mr. David Crouch (Canterbury) asked if the Secretary of State for Industry would make it his practice to publish his consultations with, and the directions he gives, to the NEB.

'Clause 3(7) of the Industry Bill requires that the NEB should publish in its annual Report any directions that my Rt. Hon. Friend may give it,' said Mr. Heffer. 'My Rt. Hon. Friend does not intend to publish his consultations with the NEB.'

Mr. Norman Lamont (Kingston upon Thames) asked what posts with the National Enterprise Board have been advertised; and what number of applications, both independently and as a result of any advertisements, have been received from managers for jobs with the NEB.

'No posts have been advertised, but there have been 89 applications,' said Mr. Heffer.

British Leyland Motor Corporation

Mr. John Biffen (Oswestry) asked for a statement on future plans for British Leyland Motor Corporation Ltd.

Mr. Benn said: 'The team led by Sir Don Ryder is at present conducting in consultation with the British Leyland management and trades unions, an overall assessment of British Leyland's present situation and future prospects. I have undertaken to report to the House as soon as possible on the team's recommendations and their financial implications.'

Industry Bill and EEC regulations

Mrs. Millie Miller (Redbridge, Ilford North) asked which provisions of the Industry Bill are affected by EEC regulations.

'I explained in my reply to the Hon. Member for Tynemouth on 25 February how the exercise of the powers proposed in the Bill might be affected by membership of the EEC,' said Mr. Benn. 'All state aids that might be offered under the Industry Bill would be subject to the control of the European Commission under Arts. 92-94 of the Treaty of Rome.'

Mr. Neil Marten (Banbury) asked for a statement on the EEC plans for exercising measures of control on the UK's industrial and regional policies.

Mr. Benn answered: 'All the industrial and regional policies of all Member States involving state aids are subject to the provisions of the Treaties of Rome and Paris, which conferred power of decision upon the commission. It is one of the Government's renegotiation objectives to ensure the retention by Parliament of the powers which we need to pursue effective regional, industrial and fiscal policies.'

Waste paper

Mr. Sydney Irving (Dartford) asked for a further statement on action intended towards the implementation of the objectives set out in the Green Paper, War on Waste, with regard to the collection and re-cycling of waste paper, and Mr. McNair-Wilson asked about representations received from the British Paper and Board Industry Federation about Government financial assistance towards creating a stockpile of waste paper.

Mr. Meacher said: 'The Advisory Group on Waste Paper Re-cycling was established last August with myself as chairman. Its immediate tasks were to establish a target for a substantial, long-term, controlled increase in the usage of waste paper by the paper and board industry; to consider how this level might be achieved; to examine the obstacles to long-term growth; and to formulate proposals designed to overcome such obstacles. In doing this the Group agreed to take particular note of how such problems were being tackled in other countries. The basic fact-finding tasks are now nearing completion

and the Group is turning to a consideration of specific solutions.

'When the Group began its work we were faced with a very severe shortage of waste paper. Recently the demand for new paper and board products has fallen considerably with a consequent decline in the need for waste paper. This decline in demand has been world-wide and stems from the general drop in economic activity.

'Coming, as it did, immediately after a period of peak demand and supply, paper mills and merchants rapidly built up stocks of waste paper and now have some 200,000 tonnes stockpiled. They have said that against a background of falling order books and liquidity problems they must in future reduce their intake of waste paper to cover current production needs only. In practice this means that for the time being waste paper supply exceeds demand by between 7-15,000 tonnes per week.

'The Advisory Group accepts that any scheme which is intended to provide a significant and long-term smoothing of the peaks and troughs of waste paper demand calls for careful study. These problems have defied solution by the industry alone for 50 years and rushed proposals might not produce long-term sustainable remedies. That is why parties from the Advisory Group have just visited Japan, where an excess stocks scheme has been in operation for nearly a year, and also the Netherlands where such a scheme is now under discussion. As an interim measure, however, representatives of the paper industry came to see me in December 1974 to ask if the Government could quickly provide several million pounds to finance additional short-term stockpiling. I had to explain that under Section 8 of the Industry Act 1972 financial assistance could only be provided on an industry-wide basis where it could be shown that it could not appropriately be provided otherwise than by the Secretary of State. Nevertheless, I said that if such a case could be made out I would be happy to give it urgent consideration. This remains the case, though so far I have not received any application.

'More recently, I have been very much aware of the widespread concern and frustration felt by charities and voluntary groups up and down the country who have been collecting waste paper not only to raise funds but as a means of conserving natural resources. I therefore asked representatives of the papermakers, the merchants and the local authorities to meet me again on 13 February. I again asked them to review their stockpiling policies and in particular to consider what relief they could provide to the voluntary bodies who had been left holding stocks. I am glad to say that since that meeting the main mills and merchants have confirmed that despite their own difficulties, they will take in stocks held by their regular voluntary collectors. The question of Government financial help was also raised again at this meeting, and I repeated that as an interim measure I would look urgently at any case which fell within the ambit of the Industry Act 1972.

'I should like to pay tribute to the invaluable advice and co-operation which I receive from all the members of my Advisory Group. They are drawn from the paper industry, merchants, local and central Government, the trade union movement, and the research field. The Group hopes to be able to make an interim report in the spring and I have every confidence that this will contain long-term proposals for mitigating the effects of the violent cyclical fluctuations to which the waste paper trade is prone. If some measure of stability can be assured, local authorities will be able to invest in capital equipment with greater confidence than has been possible in the past; and with an improved flow of information voluntary bodies will be spared to some extent the problems which arise from the unexpected cut offs which have occurred every time the market has turned down.

'It is not an exaggeration to say that the future of a sizeable section of the British paper industry depends on a reliable and increasing supply of waste paper. With full co-operation I am convinced we can ensure that.'

Waste Management Advisory Council

Sir John Hall (Wycombe) asked how many meetings have been held by the Waste Management Advisory Council since its formation.

Mr. Meacher said: 'The Council held its first meeting on 18 December and will meet again on 19 March. The work of the Council will be assisted by subsidiary groups. Three standing committees have already started work. Other working groups on particular commodities and wider-based studies are being formed.'

European Community Regional Fund

Mr. Marten asked about the estimated net receipts from the proposed European Community Regional Fund.

Mr. MacKenzie said: 'As my Rt. Hon. Friend the Prime Minister said on 16 December, our net share of the Fund could turn out to be £60 million over the three years 1975 to 1977.'

Tracked hovercraft

Sir David Renton (Huntingdonshire) referred to the tracked hovercraft vehicle, in its original building at Earith, as the only vehicle of its kind in the world and of historic interest and potentially of scientific value, and asked if steps would be taken to ensure the suitable preservation and public display of this vehicle.

Mr. Meacher said: 'The vehicle, RTV31, is the property of Tracked Hovercraft Ltd. who developed it with funds provided by the National Research Development Corporation. The project was terminated two years ago and the disposal or preservation of any residual equipment is the responsibility of NRDC and THL.'

National Shipbuilding Corporation

Mr. Frederick Willey (Sunderland North) asked for a statement on the location of the headquarters of the National Shipbuilding Corporation.

Mr. Meacher said: 'No decision on the location of the headquarters has yet been taken, but the discussion paper published last July said that the controlling body of the nationalised shipbuilding industry should have its headquarters in an assisted area with a tradition of shipbuilding.'

Aerospace industry

Mrs. Helene Hayman (Welwyn and Hatfield) asked about steps being taken to safeguard that proportion of the British aerospace industry engaged in civil projects.

Mr. Benn said: 'We believe that the establishment of the proposed Aircraft Corporation offers the best means of ensuring the success of the aircraft industry. As to investment in the interim period, compensation will be fair and nationalisation is not a reasonable argument for withholding investment. The legislation will contain provisions to safeguard the assets to be nationalised against dissipation.'

Mr. Victor Goodhew (St. Albans) asked for a statement on plans for the continuation of the British aerospace industry's design capability.

Mr. Meacher said: 'We have made it clear that the Government wants to see a successful and efficient industry. This means maintaining an independent design capability and we will look to the new Aircraft Corporation to work out what will be needed.'

Post Office cables

Questions were asked by Mr. John Ryman (Blyth) and Mr. David Weitzman (Hackney North and Stoke Newington) on consultations about the price of telephone cables supplied to the Post Office.

Mr. Benn said: 'The Post Office notified me on 21 January that it had been disclosed to them on behalf of the supplying four companies that they had been regulating their tendered prices, and that the Post Office are conducting their own internal inquiry into the matter.

'A report to the House will be made when inquiries are complete.'

Energy Technology division

Dr. John Cunningham (Whitehaven) asked the Secretary of State for Energy, what is his policy towards the size of the science and technology division of the Department of Energy and for a list of its current strength in each discipline.

Mr. Eric Varley, Secretary of State for Energy, said: 'The Energy Technology Division of the Department of Energy provides the technological input into the work of the policy divisions. It will be maintained at the strength required for this purpose, bearing in mind the ancillary roles of the Energy Technology Support Unit at Harwell, the Atomic Energy Authority more generally and the R & D capabilities of the nationalised energy industries.

'The Energy Technology Division currently has on its strength 14 professionally qualified officers with experience in the following scientific disciplines:

Fuel Technology	4	Physics	1
Gas Engineering	1	Mechanical Engineering	4
Electrical Engineering	2	Chemical Engineering	1
Chemistry	3	Information Science	1
Industrial Chemistry	1		

Dr. Cunningham also asked for a statement about the size, role and need for expansion of the Energy Technology Support Unit.

Mr. Varley said: 'The Energy Technology Support Unit was set up in April 1974 with a budget for 1974/75 of £200,000. The present strength is 10 scientific and engineering grades, with four supporting clerical staff. Budget provision for 1975/76 is £400,000,

which could provide for some expansion in the number of staff. The role of the Unit is to assist my Department in establishing and assessing the technological strategy options available to the UK in the field of energy policy and to advise on possible new areas of Government-sponsored R & D which could contribute towards the solution of long-term energy problems.

'The staffing requirements of the Unit are kept under review; further expansion will be determined in the light of my Department's continuing need for support and of the results of the Unit's present assessment programme.'

Energy research

Mr. Evelyn King (South Dorset) asked for information on current research in the universities with regard to production of energy.

Mr. Varley replied: 'I am regularly informed of such research, the latest information being in the Report *Energy Research – The Research Council's Contribution* prepared in September 1974 by the Committee on Energy Research of the Advisory Board of the Research Councils of which my Chief Scientist is a member. I am sending the Hon. Member a copy. Results of publicly-sponsored research at Universities or elsewhere become available to my Department through formal and informal contacts. My Chief Scientist has set up and chairs a Committee of Chief Scientists on Energy Research and Development, consisting of the Chief Scientists of Government Departments with representatives of the Science Research Council and the Natural Environment Research Council, for the purpose of interchange and co-ordination of energy research sponsored directly by Whitehall Departments. Information about research in the nationalised energy industries and the UKAEA is given to me on a regular formal basis by the organisations concerned.'

Tuesday, 11 March

Consumer protection—textiles

Mr. George Rodgers (Chorley) asked what protection is available to the consumer purchasing textiles manufactured abroad.

Mr. Williams answered that consumers have the same legal protection when buying imported goods as they have when buying domestically produced goods. In addition the Trade Descriptions Act 1972 requires origin marking for imported goods to which a UK name or mark is applied. This should prevent consumers from being misled when there might otherwise be doubt as to whether the goods are of UK origin.

Air Travel Reserve Fund Bill

Mr. Michael Neubert (Havering, Romford) asked for a list of the air travel organisers qualifying for their customers to be reimbursed under the terms of subsection 2(5) of the Air Travel Reserve Fund Bill.

Mr. Deakins replied that, subject to the provisions of subsection 2(1) of the Bill, customers of the following air travel organisers, if they incurred losses or liabilities in connection with an overseas surface travel contract, could come within the scope of subsection 2(5):

Clarksons Holidays Limited
Halcyon Holidays Limited
Airfair Limited
Apal Travel Limited
Kentways Limited
Tabberer Travel Agency Limited
P. Thornes Electrical (Europe) Ltd

'These air travel organisers are known to have been unable to perform overseas travel contracts before 6 February 1975,' said Mr. Deakins.

Mr. Neubert also asked a similar question in respect of subsection 2(4)(b) of the Bill.

Mr. Deakins replied: 'The failure of one air travel organiser is known to have occurred in circumstances which would bring its customers within the scope of subsection 2(4)(b) of the Bill, namely, Columbia Air Charter and Tour Brokers Limited (trading as Western Jet).'

Imports of socks

Mr. Adam Butler (Bosworth) asked the Secretary of State for Trade 'What restraints, if any, apply to the import of half-hose into the UK; and if, in view of the threat to jobs in the half-hose industry because of imports from low-cost countries, he will take steps to restrict imports in the immediate future to their current levels?'

'Imports of socks from the state trading countries are already under restraint,' said Mr. Deakins, 'and if imports from other sources threaten to disrupt the market, the Government would be prepared to take whatever action might be necessary.

'In relation to UK consumption, imports of socks are small and those from Hong Kong, South Korea and Taiwan supply less than 1 per cent of the UK market.'

Rhodesian pig iron

Mr. Frank Hooley (Sheffield, Heeley) asked if the Secretary of State for Industry would ask the DPP to investigate, with a view to prosecution, the connivance of the British Steel Corporation in breaching sanctions against Rhodesia by becoming involved, through the EEC Technical Research Committee, in a pig iron research project to be undertaken by the Rhodesian Iron and Steel Corporation; if he would veto the proposal by the EEC Technical Research Committee to approve a grant of £20,000 for the development of a new pig iron casting process to be undertaken by the Rhodesian Iron and Steel Corporation; and if he would raise the matter at the next meeting of the Committee in connection with the maintenance of sanctions; and if, at the next meeting of the EEC Coal and Steel Consultative Committee, he would raise the matter of the Committee's dealings with the Rhodesian Iron and Steel Corporation.

Mr. Meacher gave the following information: 'The International Pig Iron Secretariat, a commercial organisation of users and producers in which the British Steel Corporation participate through the British Pig Iron Group, requested financial assistance from the European Commission towards a research project to be undertaken in France. The Rhodesian Iron and Steel Corporation would have made a very small financial contribution to the project. Following objections by BSC to Rhodesian participation a new proposal for the same project in which the Rhodesian Corporation will not now participate, has been submitted. I understand that this is to be put to the ECSC Consultative Committee (comprising representatives of producers, trade unions and consumers), since the technical merit of the project has already been endorsed by the ECSC Technical Research Committee. Subsequently, the proposal will be scrutinised by the official level Working Group on ECSC Questions. This will provide the first opportunity for governments of member States to comment, as part of the procedure whereby the Commission is required to obtain the assentnof the Council of Ministers to the assista ce being sought.

'There is no question of BSC being involved in any breach of sanctions against Rhodesia.'

Concorde: US report on supersonic flight

Mr. Robert Adley (Christchurch and Lymington) asked if the Secretary of State for Industry would obtain and make a statement on the report published by the United States Government into the effects of supersonic flying in the stratosphere in so far as it affects British interests; and, in particular, what effects the report would have on the Concorde programme.

Mr. Meacher answered: 'The Report of the Climatic Impact Assessment Programme of the United States Department of Transportation is not yet available in this country in full. I have seen the executive summary, however, and will arrange for a copy to be placed in the House of Commons library.

'The Report concludes that operations of present-day supersonic transport aircraft and those currently sheduled to enter service will cause climatic effects which are much smaller than what is minimally detectable; and that future harmful effects to the environment can be avoided if timely measures are taken.

'This conclusion, which is in line with the findings of joint Anglo/French research on the same subject, should be helpful towards our immediate objective of getting Concorde into airline service as soon as possible.'

'Scottish Daily News'

Mr. John Stanley (Tonbridge and Malling) asked asked if the offer of financial assistance under the Industry Act 1972 to the Scottish Daily News *still stands.*

'The date by which the conditions attached to the Government's offer must be met, was extended last month to 30 March 1975,' said Mr. MacKenzie.

Synthetic natural gas

Mr. Skeet (Bedford) asked what floor price the Government considers appropriate for British coal and synthetic natural gas to enable funds to be diverted to the latter in order to formulate an economically viable process.

'At 1974 prices it would not be economically competitive to use coal for the production of substitute natural gas in the UK using

established coal gasification technology even if the cost of coal was zero,' said Mr. Varley. 'Newer processes under development in the USA, if successful, might enable substitute natural gas to be produced at a cost about double that of the coal feedstock, and would then be economically viable with UK coal at present prices if the gas were worth about 15p a therm.'

Wednesday, 12 March

Textiles

Lord Hale asked if HM Government have agreed to an increase in permitted import of cotton yarn from low-cost producing countries outside the Common Market; and why and at whose request such a decision was made.

Lord Winterbottom said: 'Under the Treaty of Accession to the European Community we have an obligation to permit free access to items on the EEC Common Liberalisation List. Cotton yarn is on that list and we should normally have been obliged to remove our restriction in 1973. In the event, we succeeded in obtaining derogations which enable us to continue to limit the total quantity of imports from those sources at progressively increasing levels, during the period ending March 1977.'

Mr. Tom Normanton (Cheadle) asked how many shirt manufacturing establishments in Great Britain have closed down during the past six months; and how many people are unemployed as a result.

Mr. Meacher said: 'The industry have notified seven factory closures to my department since November 1974. The numbers of workers concerned who have not found alternative employment are unknown. To assist the industry with its current problems the UK is joining with the European Community in seeking restraints on imports from the main Asian suppliers of knitwear and woven clothing including shirts.'

Mr. George Rodgers (Chorley) asked if the procedures for collecting evidence of unfair trading as it applies to the textile industry are operating efficiently.

Mr. Deakins said: 'Action against dumped or subsidised imports of textiles as of other goods is regulated by the Customs Duties (Dumping and Subsidies) Act 1969. The Act lays down in detail the procedures under which the necessary evidence is collected and we have no reason to think that they do not operate efficiently.

'The responsibility for assembling the prima facie evidence on which we can start an investigation does, however, lie with the industry which considers it is being injured by unfair trading.'

Regional aid

Mrs. Winifred Ewing (Moray and Nairn) asked what sums have been expended in Scotland, England and Wales on regional aid in each of the last five years.

Mr. MacKenzie gave the table below showing the amount spent on regional preferential assistance in each of the last five financial years.

Mr. MacKenzie explained that the figures take no account of the differential value of tax allowances available at various times in the period.

All expenditure is gross, ie takes no account of repayments.

A precise analysis by countries is not readily available for the investment grant differential and Local Employment Act assistance in certain years. For the former the total has been divided in all years at the rate applicable to those in which separate figures were maintained. For the latter expenditure has been divided in proportion to the offers made in the years shown.

Expenditure on certain small items cannot be analysed by country and this has been omitted.

£m

	1969/70	1970/71	1971/72	1972/73	1973/74
Scotland	99	98	83	92	109
England	157	161	145	123	175
Wales	44	48	43	39	55

Dumping textiles

Mr. McGuire asked for consideration to be given to changing the present procedure regarding allegations made about dumping in respect of textiles, to a system which would mean that, if, prima facie, a case had been made out by an interested party in the UK, the onus of disproving such a change would be on the agent or country supplying the textiles.

'I have given considerable thought to this question and I believe that a change in the present practice would have damaging implications for our trade,' said Mr. Deakins. 'We already have the power to impose provisional charges to anti-dumping duties if on the facts then available dumping appears to be taking place. But so far as substantive duties are concerned it would be improper to impose them under the legislation if we did not ourselves carry out a thorough investigation.

'In any case, where GATT countries are involved we have to be satisfied there is actual or threatened material injury and for this more than the evidence of the exporter is necessary.'

Imported footwear

Mrs. Maureen Colquhoun (Northampton North) asked how many footwear manufacturers are importing ready made uppers from Italy to be lasted in Great Britain.

Mr. Deakins answered: 'The number of manufacturers importing uppers is not given in the overseas trade statistics, but total imports from Italy in 1974 are shown as follows':

	Kilograms	Dozen pairs
Assemblies of uppers affixed to inner soles or to the sole components, but without outer soles	7,210	Not available
Boot and shoe uppers	5,248	4,189

Assistance to the textile industry

Mr. Michael McGuire (Ince) asked what assistance, either financial, technical or protective his department has given to the textile industry since 4 March 1974; and for a statement about the present state of the industry.

Mr. Meacher replied: 'Since the Government took office the Department of Industry has continued to make available to the textile industry financial assistance under the Industry Act 1972. My Department has given technical assistance to the industry in the form of general grants for co-operative research to the textile research associations.

'With regard to protective assistance the textile industry continues to enjoy tariff protection on a wide range of textile products. It has also been protected by the continuing quantitative restraints on woven cotton and polyester cotton textiles and clothing from most low cost sources with the exception of the Mediterranean Associates. Restrictions on the importation of cotton yarn from low cost sources have been in operation for many years and will be continued throughout 1975 for most low-cost sources including India, Pakistan and Hong Kong. In addition restrictions on imports of cotton yarn from Greece and Turkey were reintroduced on 25 December 1974. There is a wide range of restrictions on textiles and clothing, including spun acrylic yarn, imported from Japan and the Eastern Area. The Government has recently announced its intention to join in the proposed Community restraints on imports of knitwear and woven fabrics and clothing of fibres other than cotton and polyester cotton from the main Asian suppliers. It has also reached agreement with our Community partners on a textile "burden sharing" policy under which their markets will be progressively opened to imports from our traditional suppliers whilst the UK share of total textile imports from these sources into the Community will be reduced in the years ahead.

'Following the aftermath of the Flixborough explosion in May 1974 measures were introduced to enable certain firms in the industry to obtain caprolactam, the raw material for Nylon 6, free of duty; and to obtain Nylon 6 filament yarns at reduced rates of duty from third countries, and duty free from other Member States.

'I and my colleagues are very aware of the present state of the textile industry which is being affected by a depressed level of demand. The Government is urgently considering the various proposals put forward by the industry which relate basically to the level of imports.'

British Steel Corporation

Mr. T. H. H. Skeet (Bedford) asked for a list of the prices of the principal steel products of the BSC compared with similar products in the leading EEC trading centres.

Mr. Meacher said: 'The British Steel Corporation is responsible for publishing its own prices, which vary according to size, quality, etc. Comparison with European prices is made difficult by the differences in the specifications in the various countries, but the following table, provided by the BSC, gives a broad indication of the relative levels of published home trade prices in other countries of the European Communities with British Steel Corporation prices on 1 March 1975. It does not cover the prices charged by the UK private sector producers.'

BSC prices = 100

Product	Western Germany	France	Italy	Belgium	Nether-lands	Luxem-bourg
Billets	134	112	105	135	—	—
Medium Plates	119	114	107	148	120	111
Boiler Plates	127	123	113	154	127	—
Beams Structural	101	90	95	94	—	106
Steel for Reinforcement	114	88	104	86	89	91
Hot Rolled Strip	102	97	97	118	110	114
Hot rolled coil	101	93	97	128	105	—

Mr. Douglas Crawford (Perth and East Perthshire) asked which BSC products will be available from the Glasgow base point.

Mr. Meacher answered: 'A wide range of the following BSC products are currently available from the base point at Glasgow Central Station:

Bars and flats
Sections, including beams and columns
Plates
Cold reduced coil and sheet
Heat rolled coil and sheet

Full details are published in the Corporation's price lists. I understand that BSC does not at present propose to change the availability of products at the Glasgow base point.'

Registrations with the Price Commission

Mr. Neville Trotter (Tynemouth) asked how many additional firms registered with the Price Commission under the requirement to do so by 1 March.

'Some 9,000,' said Mr. Maclennan, 'Returns are still coming in.'

Sub-post offices

Mr. Dafydd Thomas (Merioneth) asked how many sub post offices have closed, and how many have opened in each year since 1965 in the UK.

Mr. MacKenzie said: 'The Post Office does not keep central records in the form requested but the following figures show the net decline in the number of sub-post offices under its control at the end of each of the years concerned.'

1965/66	27
1966/67	39
1967/68	41
1968/69	71
1969/70	100
1970/71	108
1971/72	127
1972/73	162
1973/74	196

Automatic mail-sorting equipment

Mr. Ralph Howell (North Norfolk) wanted to know the total cost of automatic mail-sorting equipment bought by the Post Office over the last five years and not yet in use; and why not.

Mr. MacKenzie said: '£3 million. £1 million represents the cost of equipment awaiting installation; the remaining £2 million is the cost of equipment installed but not yet in use pending agreement between the Post Office and the Union of Post Office Workers on a resumption of the mechanisation programme.'

Passenger cars

Mr. Ivor Clemitson (Luton East) asked how many passenger cars by value and in number were exported to and imported from the present eight other EEC member countries in 1970 and 1974.

Mr. Deakins gave the following information:

	IMPORTS		EXPORTS	
	Number (thousand)	Value £ million	Number (thousand)	Value £ million
1970	136	69.4	208	74.8
1974	248	244.9	159	85.1

'These figures exclude parts supplied for use in manufacture abroad; however, such parts for passenger cars are not separately distinguished from parts for commercial vehicles.'

Regional airports policy

Mr. Peter Mills (West Devon) asked about plans for regional airport authorities, particularly for a regional airport authority for the south west of England.

'I shall be prepared to consider any proposals for regional airport authorities,' said Mr. Clinton Davies. 'Following the abandonment of the Maplin airport project special consideration is being given to the future role of regional airports. I am also awaiting the advice of the Civil Aviation Authority on their studies of regional airports, including those in South West England.'

Charge for navigational service

Mr. Churchill (Stretford) asked by how much, above the 58p per tonne proposed for BAA's London airports, would its navigational service charge have to be increased in order to achieve a uniform rate for the regional as well as London airports where the national air traffic control service is provided.

Mr. Clinton Davis answered: 'The Civil Aviation Authority has estimated that the various rates of charge on aircraft operators for navigation services at the 13 London and regional airports introduced under the Civil Aviation (Navigation Services Charges) (Fifth Amendment) Regulations 1975 – (SI 1975/122) from 1 March 1975 will yield about £1.85 million more income in 1975/76 than would have accrued to the Authority at pre-1 March charging rates.

'Assuming that instead of the rates prescribed in the Regulations, there were to be a uniform charging rate of 50 pence per metric ton for domestic flights and a uniform rate of 68 pence per metric ton for international flights applicable at all 13 airports, the Authority estimates that approximately the same additional income would accrue to it from charges paid by aircraft operators in 1975/76 leaving the Authority with approximately the same overall operating deficit of £3.2 million on the services provided at the 13 airports. A much larger surplus would arise at Heathrow and correspondingly larger deficits among the regional airports compared with the results expected with the charging rates prescribed in the Regulations. Such a charging policy would present international complications, be contrary to the wishes of airlines who pay the majority of charges, particularly international operators, and would weaken effective expenditure control and objective investment appraisals.

'The same objections would apply if, in order to avoid any overall deficit on the services in 1975/76, a single uniform rate of charge were to be applied to both domestic and international flights at all 13 airports. The Authority estimates that the charging rate required in this case would be between 86 and 88 pence per metric ton.'

British Airways West German routes

Mr. Michael McNair Wilson (Newbury) asked the Secretary of State for Trade, what discussions he has had with British Airways about their proposals to rationalise the route structure within West Germany; and whether he has discussed the proposals with officials of the West German Government and the Berlin city authorities.

Mr. Clinton Davis replied: 'I have for some time been concerned about the economics of the Internal German Services and have expressed my anxiety that they should be put on a viable basis.

'I have therefore been encouraging British Airways to work out schemes in consultation with Pan American, the other operator chiefly concerned, for the further rationalisation of services on these routes.

'British Airways have been in touch with my Department about the progress of their discussions with Pan American. When a scheme for rationalisation, which is acceptable to HMG and US Government, has been worked out the matter will be discussed with the French Authorities. As soon as the three Allied Governments have fully considered the matter, the various German interests concerned will be consulted through the appropriate channels.'

Waste paper

Mr. Nicholas Edwards (Pembroke) asked whether waste paper is being imported; and, if so, from what countries.

Bankruptcy records for England and Wales

Details of bankruptcies in England and Wales are maintained in a public search room at Room 901. Thomas More Building, Royal Courts of Justice, Strand, London WC2A 2JY.

Searches can be made personally or by an agent and a fee of 25p in respect of each bankruptcy inquiry is payable at the time.

'Small quantities are imported principally from the USA, Belgium and Luxembourg, Netherlands and the Soviet Union.'

Science and Technology Act

Mr. Clement Freud (Isle of Ely) asked for a list of the companies and projects which have received financial assistance under the Science and Technology Act in the last available 12 months and for the amounts of the individual grants.

Mr. Meacher said: 'Expenditure by the Department of Industry under the powers contained in the Science and Technology Act is expected to total £45 million in 1974/5. About two-fifths of this is accounted for by the Industrial Research Establishments, and a further £10.2 million by support to ICL's computer development programme. The remainder is distributed between a total of about 350 individual grants and contracts, most of which are small. It would not be practicable, for reasons of commercial confidence, to publish a full list, but a breakdown of the forecast expenditure in 1974/5 is as follows:

Thursday, 13 March

Iron and steel statistics

Mr. Roger Moate (Faversham) asked the Secretary of State for Trade: 'What errors have occurred in the publishing of departmental statistics for foreign trade in iron and steel in 1974; and if he will take steps to improve the accuracy of statistics and the promptness of their publication?'

Mr. Deakins replied: 'Errors affecting a number of headings for steel products in 1974 occurred through the use of wrong units of quantity in the original import and export documents submitted to Customs. *Trade and Industry* of 28 February 1975 (page 559) carried a statement about corrections needed to figures in the December issue of the *Overseas Trade Statistics*.

'I am aware of the need for the prompt publication of accurate figures and my Department and Customs are cooperating in seeing appropriate action is taken.'

Mr. Moate also asked for the monthly figures for imports of steel reinforcing bars for December 1974 and January and February 1975.

Mr. Deakins told him that figures for December 1974 and January 1975 are published in Table IV of the relevant issue of the *Overseas Trade Statistics of the United Kingdom*, under 7310 1477 (pages IV 60 and IV 58, respectively). Figures for February 1975 are not yet available.

Trade with EEC

Mr. Neil Marten (Banbury) asked for information on the percentage of Great Britain's non-oil trade with the Six in each of the years 1970 to 1974.

Mr. Deakins said: 'On a Balance of Payments basis and taking UK exports and imports of non-oil trade together, the percentages are 21, 22, 24, 26 and 28 respectively.'

Mr. Marten then asked for similar information with respect to Great Britain's non-oil trade with the eight countries which now make up the EEC.

'On a Balance of Payments basis, and taking UK exports and imports of non-oil trade together, the percentages are 28, 30, 32, 34, and 35 respectively,' said Mr. Deakins.

Selling price of imported finished products

Mr. McGuire asked what control is exercised by the Price Commission over the selling price of imported finished products such as shirts, suits and footwear, in cases where these products are obtained by retailers from foreign manufacturers at prices much lower than similar UK products.

Mr. Maclennan replied: 'At retail level, the Price Code limits margins over a firm's business as a whole but does not determine the selling price of individual products. The permissible gross percentage margin is calculated by reference to the value of sales in a period, and the actual cost of all the goods sold in that period, regardless of the origin of particular elements in the stock.'

Industry Bill

Mr. Trotter asked why the Secretary of State for Industry would not give an undertaking that any information given to his department following a request under his powers in the Industry Bill would continue to be treated as confidential by him when it had also been given to a trade union in accordance with the provisions of the Bill.

Mr. Heffer answered: 'The Bill places no constraint on the use to which trades unions may put information provided to them as a consequence of a Ministerial requirement, and there is no reason why the Minister should give an undertaking which would prevent his exercising his discretion in the public interest. For example, if through the exercise of the information powers, I learned of plans for the imminent closure of an important industrial concern I might regard it as proper to inform this House at the same time as the unions were informed by the company.'

Motor cars

Mr. Skeet (Bedford) asked what shares British motor manufacturers have of the small-engined car and of larger sized cars in the UK market; and what proportion of those markets are supplied by imports.

Mr. Meacher answered: 'The information is not readily available from official sources but estimates are shown below based on data

1 INDUSTRIAL INNOVATION: GENERAL R & D (CLASS IV VOTE 3) £000

Industrial Research Establishments	Intra mural	Extra mural* contracts	
National Physical Laboratory	8,162	126	
Warren Spring Laboratory	2,309	145	
National Engineering Laboratory	4,481	191	
Laboratory of the Government Chemist	2,047	—	
Computer Aided Design Centre	1,289	—	
	18,288	462	
		Sub Total	18,750

* These are joint venture projects and contracts to which industry normally contributes 50 per cent of cost.

R & D Requirements Boards	Industry and Universities	Research Assocs.	Atomic Energy Authority	Natural Environment Research Council	
Ship and marine	787	—	276	805	
Hovercraft R & D	500	—	—	—	
Engineering materials	180	411	513	—	
Chemicals and minerals	—	—	668	1,718	
Computers, systems and electronics	—	44	148	—	
Mechanical engineering and machine tools	47	459	364	—	
Chief scientist's	305	215	258	—	
	1,819	1,129	2,227	2,523	
				Sub Total	7,698
Grants to Research Associations (in process of replacement by contracts: see above)					1,694

2 TECHNOLOGICAL AND INDUSTRIAL SPONSORSHIP (CLASS IV VOTE 4) INDUSTRIAL SUPPORT AND DEVELOPMENT CONTRACTS £000

Department of Industry Divisions	Industry	Atomic Energy Authority	Universities	Research Assocs.	Royal Radar Establishment	Pre-production order purchases	
Minerals, Metals, Electrical Engineering, Plant Process and Industrial Technologies	737	32	810	20	—	—	
Mechanical Engineering	105	—	20	30	—	112	
Computers, Systems and Electronics						180	
Electronics R & D	1,200	—	—	—	600	—	
Computer R & D	1,200	—	15	—		—	
Instruments R & D	160						
Automation R & D	7	27	—	5	—	—	
	3,409	59	845	55	600	292	
						Sub Total	5,260
National Computing Centre (Grant in Aid)							1,150
3 SUPPORT TO INTERNATIONAL COMPUTERS (HOLDINGS) LTD (CLASS IV VOTE 5)							10,200
						GRAND TOTAL	44,752

The above figures represent gross expenditure Receipts on these programmes are expected to total £4,200,000

Parliament continued

from the British motor industry. The terms 'small engined cars' and especially 'larger cars' have no fixed definitions and alternative estimates are provided for the latter on two possible interpretations of the intended meaning.

ESTIMATED UK MARKET SHARES OF BRITISH MADE AND IMPORTED CARS IN 1974 ANALYSED BY ENGINE SIZE

Size group	Share taken by UK car manufacturers	Share supplied by imported cars
	Per cent	Per cent
Small engined cars (under 1,275 c.c.)	56	44
Larger cars (a) (over 1,275 c.c.)	80	20
Larger cars (b) (over 1,975 c.c.)	73	27

Source: Society of Motor Manufacturers and Traders Limited.

(a) 'Larger cars' are here taken to mean larger than the small engined cars in the first line of the table.
(b) An alternative definition of 'larger cars' (in the sense of those towards the upper end of the range) is here taken to mean cars of 2 litres nominal engine size and above.

Tobacco prices

Mr. Nigel Spearing (Newham South) asked what proportion of the £49.2 million paid by the European Agricultural Finance and Guarantee Fund support of tobacco prices was contributed by the United Kingdom; and what are the expected equivalent sums, respectively for 1974 and 1975.

Mr. Meacher replied that the UK contributes to the Community Budget as a whole and not to individual parts of it. The UK contribution was:

8.78% in 1973
11.04% in 1974
13.57% in 1975

The Budget provision for expenditure on tobacco was £58.8 million in 1974 and is estimated at £69.3 million in 1975.

Friday, 14 March

ECSC

Mr. Skeet wanted to know the Government's policy on the Treaties of Paris upon which is based the ECSC; whether any modifications of the treaties are being sought and for particulars of the extent of Government control over investment, acquisitions and prices in relation to the UK industry.

Mr. Benn replied: 'The Secretary of State for Foreign and Commonwealth Affairs stated in the Council of Ministers on 3 March that the Government were concerned about certain practical problems in relation to the steel industry and put the Community on notice that the Government intend to pursue this issue, if necessary by suggesting amendments to the Treaty of Paris, so as to restore key powers over the Steel Industry in the United Kingdom to Her Majesty's Government, though not as part of the renegotiations and only if we cannot avoid it.

'The British Steel Corporation's capital investment programme is subject to the approval of the Secretary of State but there have been no Government powers over private sector steel investment, since Section 15 of the Iron and Steel Act 1967 was repealed on our accession to the ECSC. Any acquisitions by the British Steel Corporation need the consent of the Secretary of State, but there are no similar Government powers over mergers between private steel companies. The prices of the basic steel products covered by the ECSC Treaty are not subject to the Price Code, although this does not apply to some highly processed steel products, eg tubes.'

Ship-repairing industry

Mr. Geoffrey Dodsworth (South West Hertfordshire) asked what percentages of ship-repairing work are undertaken for foreign owners, for British owners and for the British defence industries.

Mr. Meacher said: 'Precise figures for the whole industry are not available, but estimates for the two years 1972/73, the latest for which figures are available, show that approximately 72 per cent of ship-repair work done in UK yards was for British commercial owners, 22 per cent for foreign owners, and 6 per cent was work on Royal Fleet Auxiliary vessels for the Ministry of Defence.'

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Copyright

Mrs. Gwyneth Dunwoody (Crewe) asked if inquiries would be initiated into the problems of copyright affecting the retransmission from Great Britain of BBC and ITA programmes by foreign companies.

'I am advised by my Rt. Hon. Friend, the Secretary of State for the Home Department, that no foreign company is authorised to transmit BBC or IBA programmes from Great Britain,' said Mr. Clinton Davis. 'I assume that my Hon. Friend is concerned with the retransmission abroad of programmes originating in this country and the difficulties involved in clearing the rights of the various copyright owners and securing the permission of performers. This is an extremely complex matter, involving as it does various international copyright agreements as well as our domestic law relating to copyright and the protection of performers. I would remind my Hon. Friend that a Departmental Committee under the chairmanship of Sir John Whitford is now looking into all aspects of the law of copyright and, although its work is well advanced, I have no doubt that it would be willing to consider any submissions on this particular aspect of the law.'

Tripoli International Fair

Mr. Andrew Faulds (Warley East) asked why the Secretary of State for Trade had decided not to give official support for the representation of the United Kingdom at the Tripoli International Fair in Libya.

Mr. Deakins answered: 'Support for UK firms is given by the British Overseas Trade Board at those trade fairs overseas which attract sufficient interest from British firms and where the commercial opportunities of these events would justify expenditure from public funds. The 1975 Tripoli International Trade Fair did not satisfy these criteria.'

Government Sales

Ministry of Defence

25 March 1975 Miscellaneous Stores

Location: Memorial Hall (entrance through Central Hall), High Street, Chatham, Kent

Auctioneers: Fuller, Horsey Sons & Cassell (Dept. L), 52 Bow Lane, London EC4M 9ET (Tel. 01-248 7954)

The lots on offer include Smart and Brown SS and SC lathes, Alba shaping machine, Coventry Climax 3,500 lb. capacity diesel fork lift truck, Conveyancer-Richmond 2,240 lb. capacity electric fork lift truck, portable electric drills, Bedford 6 cyclinder petrol engines, Ford Transit bus, Thames Traders 3 ton and 5 ton, Ford Zephyr saloon car, MT spares, surface plates, 2,300 steel wardrobes, electronic equipment, wrist and stop watches, engine room and other clocks, clothing, woollen and mixed rags, white and coloured blankets, furniture, carpets, rugs, DMS and other boots, shoes, kitchen utensils and numerous other effects.

Catalogues for the above sale, giving details of the lots, conditions of sale, viewing times, etc., are available from the auctioneers from two weeks before and up to the day of the sale, price 10p (postal orders only).

Publications

Indexation of fixed-interest securities. Organisation for Economic Co-operation and Development: Committee on Financial Markets. (57 pages. Available from HMSO. 1973. £2.50. ISBN 92 64 11157 3). The Committee on Financial Markets was set up in 1969 to 'study measures intended to improve the operations of national financial markets and the international market'. It submitted this particular report to the OECD Council at the end of 1973. The first part of the publication consists of the report proper. The Committee do not reach a firm conclusion or offer recommendations, but point out the advantages and disadvantages of indexation. The major part of the publication is taken up by an appendix and annexes. The appendix sets out in more detail the purposes and justifications for indexation of securities, and its implications for financial markets. The annexes set out examples of past applications of indexation, in particular the operation of the index clause system in Finland. Finland is the only OECD member country to have adopted indexation on a broad front, and operated this system from 1952–1967, eventually abandoning it in 1968 as being a contributory factor in the inflationary spiral. Documents concerning the discussion of the indexation problem in Germany and Switzerland, together with a bibliography make up the remaining annexes. The report is of use in the current debate on inflation in highlighting the conflict between the need for the protection of investors and the danger of creating another potentially inflationary factor.

Reviews of National Science Policy: Ireland. Organisation for Economic Co-operation and Development. (130 pages. Available from HMSO. 1974. £1.90. ISBN 92 64 11176 X). This OECD report is the seventeenth in a series of Reviews of National Science Policy and, as with its predecessors, it examines the political, economic and structural aspects of the action taken to reinforce the role of scientific and technical research in the achievement of national goals. The creation of the National Science Council in 1967 was the first real step in developing a national science policy in Ireland. The OECD Examiners emphasise that Irish science policy should be examined in relation to its overall economic and social development policy – both medium and long-term – as a consequence of Ireland's decision to adhere to the Treaty of Rome. The report is divided into two parts. First, the Examiners' Report summarises the main aspects of Irish economic development between 1958 and 1972. The structure of R & D activity in Ireland and the problems presented to Higher Education by national scientific manpower requirements are considered. Emphasis is placed on the urgent need for a comprehensive long-term development strategy for Ireland and recommendations are made concerning the centralisation of Irish Science and Technology Policy. The second section contains the Proceedings of the confrontation meeting held in Dublin during March 1973. The discussion centres round the main themes contained in the Examiners' Report, particularly the relation of science policy to developments in the fields of economics, society, industry, agriculture and fisheries. Stress is again laid on the problems presented to higher education by national research and scientific manpower requirements. An Appendix lists the membership of the Panels participating in the 1973 Science Policy Confrontation.

In recent years regional policies and their relationship to national economic and social policies have attracted increasing governmental and public attention. **Re-appraisal of Regional Policies in OECD Countries,** Organisation for Economic Co-operation and Development (172 pages. Available from HMSO. 1974. £2.80. ISBN 92 64 11286 3) has been published as a response to this interest and with a view to assisting member governments in their continuing task of reviewing and modifying their regional programmes. An equally important factor in publishing was to aid public understanding of the issues involved. In carrying out this study the authors – a working party of the OECD Industry Committee – have not only absorbed a vast amount of official information supplied by member governments but also conducted investigations in France, the United Kingdom, the United States, Italy, Japan, Spain and Austria. Chapter one forms the introduction to the work and comprises three elements: the reasons for the study, the critical issues involved and, finally, an analysis of the structure of the report. Chapter two begins with a brief and largely descriptive account of the nature of regional problems as they have presented themselves in the particular countries studied by the working party. Chapters three and four proceed to a discussion of 'regional balance', a crucial policy objective, and then studies the bearing of national factors on regional situations. The following two chapters consider the questions arising from the need for regional strategies and from the variety of instruments and methods used in regional policies. Chapter seven discusses the issues involved for public finance, planning, co-ordination and administration. Chapter eight considers the subject in terms of its international aspects. The aim of the concluding chapter is to draw attention to the main points which emerge from the report as a whole. The work is well supplied with quantitative data and also includes some useful diagrammatic illustration summarising policy methods and objectives.

Guide to the Operation and Evaluation of quality Assurance Systems, compiled by the British Standards Institution. (BS 5179/1974. Part one 7 pages. £1.65. ISBN 0 580 08960 6; Part two 13 pages. £2.00. ISBN 0 580 08731 X; Part three 24 pages. £2.70. ISBN 0 580 08741 7.) This standard is published in three parts covering the types of quality assurance systems proposed by NATO in their series of *Allied Quality Assurance Publications* and followed by the Ministry of Defence in their series of *Defence Standards* 05-21 to 05-29. It makes recommendations for three systems which may be used for the assurance of quality in manufacturers' supplies or services, but might also be used by distributing organisations in order to assure the quality of their supplies and services. The total scope of the documents could be applied to a large variety of types of supply and services from the extremely simple to the highly sophisticated or from the smallest company to the largest combine. Each part is complete in itself and is fully cross referenced to the other two sections. Part 1, *Final inspection system*, establishes minimum recommendations for a supplier's inspection necessary to conform with contract conditions. It might be applied to those supplies, services and processes whose quality can be determined by testing the final article. Part 2, *Comprehensive inspection system*, identifies the elements of the inspection system required where the complexity is such that the appropriate level of quality assurance can only be achieved by control during all stages of manufacture. Part 3, *Comprehensive quality control system*, establishes the requirements for complex products where design, development and manufacture are closely integrated and control has to be exercised throughout from the initial concept to final acceptance in service.

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BOTB British Overseas Trade Board

Now to generate more goods for export

J. S. Rooke

New measures introduced as a result of a review by this country's official export promotion organisation in consultation with other bodies are designed to lead to a new era of constructive co-operation between Government and industry.

'The effect of these measures, we hope, will be to release for export goods which would not otherwise have been available' said BOTB Chief Executive, J. S. Rooke this week.

'Last October,' he recalled, 'the Board put in hand an examination of schemes operated by our competitor nations to aid their exporters. What occasioned this examination was a number of complaints that were reaching the Board from British industry that exporters in other countries, notably France but also the United States and Japan, were at an advantage because of various incentives they enjoyed from their Governments – such as the French scheme for insuring their exporters against cost escalation. As a result of this examination, we put forward certain suggestions to the Secretary for Trade.'

After considering these recommendations and other factors, Peter Shore, Secretary of State for Trade, announced on 20 February new measures designed to stimulate British exports.

Said Jim Rooke: 'When we, the Board, put in hand our examination last October, we were very conscious of the difficulties our exporters are facing, particularly that of quoting fixed prices for long-term contracts for capital goods against the background of a highly volatile inflationary situation; and that of raising the funds needed to finance on-going export business when profits may be shrinking and the cost of bank finance is high. After careful study, the Board framed certain proposals to alleviate these difficulties.

'In his statement to the House on 20 February, the Secretary of State took up some of the suggestions the Board had made. Notably, the Government would help British firms bidding for major capital contracts overseas when they are faced with the difficulty of quoting fixed prices against a background of not only high but incalculable inflation; and to give some kind of support when exporters are requested to put up performance bonds.'

Jim Rooke recalled that in this statement (reported in *Trade and Industry*, 28 February) Mr. Shore announced that the Government had decided to give special help to British capital goods exporters facing these major difficulties.

On the first point, since exporters are unable to absorb all the increases in costs that can occur during lengthy manufacturing periods, the Export Credits Guarantee Department would be empowered, subject to conditions, partially to insure exporters against a higher than expected rate of inflation.

On the second, it was recognised that the insistence of buyers upon performance bonds in times of financial stringency creates particular difficulty for exporters: accordingly, it was hoped to use the experience and encourage the growth of the commercial market; and ECGD would explore how it might share in the risks of raising bonds commercially, meanwhile making full support available, in appropriate cases, applying normal standards of underwriting judgment. A problem in the case of a consortium is how, if the bond is called, to recover the money not jointly but severally.

Mr. Rooke continued, 'The head of ECGD is a member of the Board, so we have a close relationship on the major policy issues with ECGD. An Under-Secretary in charge of one of the divisions directed by the Board is a member of the Advisory Council of ECGD; and a representative of ECGD sits in on many of the bodies which have been set up by the Board – there's a representative for instance on the Advisory Panel of the Overseas Projects Group – and they are represented on many of the advisory groups.'

These two major innovations in this country's export insurance facilities, Mr. Shore had said, would take their place alongside the measures of support already available to exporters of capital goods, including the extensive range of ECGD's insurance and financing facilities, the operation of the Overseas Projects Group and the vigorous promotional services provided by overseas posts and the British Overseas Trade Board.

Another aspect with which the Board was much concerned was the straitened liquidity situation of many British exporters at the present time.

'We were perhaps losing export business because exporters were short of the capital to finance on-going contracts,' Jim Rooke went on. 'The Board did suggest that the Government should also look at the question of some kind of extension of the existing facilities for pre-shipment finance; but they realised that this raised some quite formidable problems.'

J. S. Rooke, CMG, OBE, Member and Chief Executive, British Overseas Trade Board, talks to Derek Todd about its organisation and operations – and its plans to play an even more important rôle in co-operation with industry to improve our future export performance.

Earlier, the Secretary of State had announced that to help the Board mobilise as much knowledge and experience as is available to increase exports, its membership was to be strengthened by the addition of representatives of the Trades Union Congress, the Confederation of British Industry, the Association of British Chambers of Commerce and others.

These seven additional members now are: The Duke of Kent; Lord Briginshaw, a member of the General Council of the TUC; John Whitehorn, Deputy Director of the CBI; Lord Limerick, President of ABCC; Lord Shackleton, Exectutive Director of the Rio Tinto Zinc Corporation; P. S. Preston, a Deputy Secretary of the Department of Trade and R. H. W. Bullock, a Deputy Secretary of the Department of Industry. K. Taylor has succeeded as a member his predecessor as Secretary of Export Credits Guarantee Department, Bob Fell.

The Secretary of State also announced that, while BOTB would retain responsibility for making and executing policy decisions in export promotion, an Advisory Council was to be created to provide a forum for criticism and advice and to serve as an additional two-way channel of communication between the Board and industry. It would consist of members of the enlarged Board, the chairmen of its Area Advisory Groups and representatives of other organisations whose work is closely involved with overseas trade and it would meet three or four times a year under Mr. Shore's chairmanship.

The terms of reference and the names of those appointed to the Advisory Council, which will have about 50 members, are expected to be announced shortly.

Mr. Rooke commented: 'I think the effect of the changes in the Board's structure will be two-fold: they should rebut criticisms which had been made that the Board was too remote from industry and that industry was not sufficiently involved in its work; and that the organisation of the export promotion machinery was not sufficiently co-ordinated. But those people who said that industry wasn't sufficiently involved in the work of the Board had evidently forgotten that we already had 16 Advisory Groups made up of two or three hundred representatives of industry, banking and trade. In all cases, of course, appointments will be made by the Secretary of State, and he may also wish to make one or two nominations purely in an individual capacity.'

When he was asked how the Board's future operations would be different from its work in the past, Jim Rooke replied: 'If you take the second 12 months of its existence, say as from the beginning of 1973, what the Board was mainly concerned with at that time was trying to establish through the Product Selection Exercise where the main opportunities lay for British exports in our major overseas markets.

'We believe that we have managed to achieve this; but it is an ongoing programme. It will, of course, be kept under constant review. Having done that, I think the Board then logically has to turn its attention to British industry's ability to seize these opportunities. Let me emphasise that this is in consultation with industry: the basis of the Product Selection Exercise was the discussions and meetings we had with industry to check reports we had received from our overseas Posts, to make sure that industry was thinking on the same lines as we were.

'Having reached agreement with industry as to where the main opportunities lie and what these opportunities are, we now have to look at industry and see what the Board can do to help industry to seize these opportunities. So, more and more, therefore, the Board will be turning its attention, as I see it, to what is happening to industry here at home.'

Jim Rooke added: 'The Product Selection Exercise will be rolled forward once again this year but in a modified form. There will be no full-scale review as there was last year but rather an effort to consolidate the product sector lists compiled during the last two years, if possible without radical changes. Overseas Posts have been asked, however, to keep the selected product sectors under constant review and to report any necessary changes ad hoc; officers in the field in this country will similarly bear the exercise in mind in their day-to-day discussions with industry. Any necessary changes either in markets or product sectors reported in this way will be put to the Board at the end of this year. Meanwhile, the Board's 1975/76 promotional programme will be made available to focal Chambers of Commerce and Trade Associations as necessary.

He explained: 'It's the selection, first and foremost, of product sectors in overseas markets which offer particularly good growth prospects for British exports; the provision of market

James Smith Rooke was appointed Chief Executive of the British Overseas Trade Board in November 1972. He is directly responsible for the day-to-day trade promotion operations and provides a working link for the Board with the rest of the Departments of Trade and Industry and with Whitehall generally. He is equally concerned with forging close links with industry at senior level, making known the services the Board can offer and reflecting back to the Board industry's thinking and forward planning. Born in

1916, Jim Rooke took first class Honours in German and French in London University, where he also got his rugby colours. In 1938, he joined HM Foreign Service where he chose the commercial diplomatic branch and served initially in the Department of Overseas Trade in London. Shortly after demobilisation from war service, Mr. Rooke was appointed to the British Embassy in Bogota; later he joined the United Kingdom delegation to the International Trade Organisation Conference in Havana. His next move took

reports by our overseas Posts on those sectors outlining their reasons as to why they have selected a given sector as a good growth prospect for British exports; the transmission of these reports by the computer to British industry, and the discussion of these reports with industry. We had meetings with 1,200 firms and some 75 trade associations in order to get an agreed view.'

On the Overseas Projects Group, the BOTB Chief Executive stated: 'It presented a report on its activities during the period from the beginning of 1973 to the end of September 1974. During this time, firms assisted by the Group gained large-scale contracts worth £250 millions. It is estimated that every £1 the Group cost public funds contributed towards British exports worth £400.

'I think that, clearly, the Group will be devoting a great deal of attention to opportunities in the OPEC countries because this is where the major opportunities lie at the moment for big projects. It will mean that the Group will have to be much more selective in its approach to these projects. I think it will have to concentrate as fas as possible on getting British industry to co-ordinate its approach to try and persuade British firms or British consortia not to bid against each other for major contracts, so that we will be able to give our full backing as far as possible to one firm or to one consortium.

'But there is another aspect of the Group's work which will have to be developed, either by the Group itself or by the Board in conjunction with the Group. This is that, particularly in the OPEC countries, a new dimension is emerging with regard to major overseas projects. These countries are no longer satisfied with the fulfilment of a turnkey contract, whereby you put up, say, a complete new hospital fully equipped and give the key to the customer and say "Now open the door and here's your wonderful hospital". The customer in the OPEC country asks "This is all very fine, but where's the trained staff ?".

'So this is an entirely new dimension and the Board is now having to turn its attention to the question of the staffing of these hospitals, schools, universities; and to consultancy services, teaching and so on.

'Here we are working very closely with the British Council because the resources of which we dispose for industrial training and for academic training in this country are limited. It will be our concern, therefore, for the future, working closely with the British Council and the Ministry of Overseas Development, to try and ensure that these facilities will be made available where there is the prospect of our being able to sell hardware to overseas countries. In other words, we have to try to co-ordinate much more closely our industrial effort in OPEC countries with our education and training effort in this country for people from overseas.'

Dealing further with education and training, Jim Rooke stated: 'This was one of the subjects which was highlighted by a task force during the first year of the Board's existence: the inadequacy in many ways of the present organisation for education and training for overseas trade in this country. It was for this reason that the Board appointed an Educational Adviser, David Liston, who produced a report on the whole subject, which revealed – to put it very broadly and roughly – that, while there were many facilities available, there was no sort of co-ordination. Various bodies in this country were running their own examinations and, in short, there were too many examinations being offered by too few institutes.

'So the job which the Board had to take on, with really rather limited funds at its disposal, was one simply of co-ordination to overcome this fragmentation of education and training for overseas trade. We feel that we have made considerable progress in that because we have got the institutes concerned to work together – namely the Institute of Export, the Institute of Freight Forwarders, the Institute of Marketing and the Society of Shipping Executives – who have agreed, under our sponsorship, to introduce a joint foundation course in education and training for overseas trade which should be on offer as from the autumn of this year.

'In brief, this means that there will be one basic course throughout the country which should be available at all the polytechnics and other institutions of this kind which are engaged in part-time education.'

The BOTB Chief Executive then turned his attention to the trade figures for the last complete quarter.

'Last year, our exports at nearly £15.5 thousand millions showed an increase of more than one-third by value over 1973 – and this despite a drop of 4% in the last quarter. The export figures turned up again sharply in December and still more so in January when they reached a record figure of over £1,500 millions for the month. Indeed, in January we had an actual surplus of £37 millions on our trade in all goods other than oil and only a small deficit in this trade in February. Moreover, with export prices rising faster than import prices, the terms of trade continue to improve. It might be thought, therefore, that things are going reasonably well in our overseas markets and we can afford to be fairly complacent.

'But this is not so. To begin with our deficit on current account last year was still some £3,800

millions, much of this of course reflecting a five-fold increase in the price of oil since the autumn of 1973. More serious, however, is the fact that three-quarters of the increase in the value of our exports last year was due to higher export prices; the volume of exports rose by no more than 7 or 8 per cent. In fact, in terms of volume, exports were no more than 2 per cent higher in the three months ending February than in the previous three-monthly period and in February itself there was a steep fall.

'Expressed in terms of dollars, our export prices are now rising much more sharply than those of our competitors. The exchange rate advantage which we enjoyed because of the depreciation of sterling has now largely been eroded by the upward push of costs; now that the price of imports other than oil has ceased to rise quite so steeply, this increase in costs must have been due largely to wage increases. We cannot hope to go on increasing the value of our exports by putting up prices; if we do we shall soon price ourselves out of the world markets.

'This, therefore, is the fundamental challenge – to increase the value of exports by pushing up the volume, by selling more goods overseas, not just higher-priced goods.'

On these facts and figures, Mr. Rooke went on: 'This links up with the point which I was making earlier. You asked me whether the Board's work was likely to take a new direction over the next 12 months as compared with what's gone before. I think this is one of the major problems which it has to tackle. It has to turn its attention to the inadequate capacity of British industry – or many branches of British industry – for meeting simultaneously the requirements of the home market and at the same time seizing the export opportunities which the work of our Posts overseas and consultations with industry have pointed out.

'We have a very sophisticated and finely tuned organisation for the promotion of exports overseas. I think that we have an organisation which is as good as if not better than that of any other country. But there is no point in having a very efficient machine for the promotion of exports overseas if the exports are not available to be promoted. So the Board's main concern at the moment is to try to generate exports at home, to generate the goods for export. It brings me back to what I said before: which is not only to release more goods for export but to help firms as far as possible to increase their capacity to export – so that we increase the value of our goods by increasing the volume and not merely by increasing the price.'

Turning to Planning Agreements, provided for in the Industry Bill published in January, Mr. Rooke said: 'The Department of Industry has sought the co-operation of the Board and the Divisions whose work it directs in the administration of Planning Agreements. It is, of course, envisaged that these Agreements will be voluntary, and with this proviso the general concept would seem to meet the Board's concern that there should be between industry and Government closer co-operation – of which one of the main objectives should be the creation and maintenance of a healthy balance of overseas payments.

'The Board's general aim is to maximise the United Kingdom's gains from international trade and investment and there would seem to be advantage, therefore, in considering any arrangement which seems likely to promote the most efficient use of resources having regard to the needs of world markets. For its part, the Board would see in Planning Agreements an important instrument, both for promoting exports and possibly for saving imports.

'The Board agreed, therefore, that the Overseas Finance and Planning Division should seek to work out with the Department of Industry a basis for co-operating on these Agreements.'

Jim Rooke went on: 'We have been in close touch with the Department of Industry as to the part which the Board might play. As the Board sees it, it is that we have managed to collect a great deal of useful information about overseas markets, about those sectors of British industry, in particular, whose goods are in the strongest demand. We would hope, therefore, that working with the Department of Industry we would be able to direct the attention of the Department, in working out Planning Agreements, to these particular sectors and firms within those sectors, so that it is they who derive some of the benefits from Planning Agreements – to help them to increase their capacity to meet the demands of overseas markets.'

The BOTB Chief Executive concluded: 'The whole basic concept behind the Board is that of Government and industry working together as a team. In all the organizations which the Board has set up to advise it, this pattern has been repeated – of industrialists and officials sitting down together and tackling these problems. The Board believes that it is in the extension of this system, throughout industry, that the real solution to our difficulties lies.

'In other words, to get away from the concept of Them and Us – Government sitting on one side of the table and industry sitting on the other trying to score points off each other – and instead to sit down together pooling information and seeing what each can do to help the other to solve the problems that face the country.

'The basic concept is one of partnership between Government and industry – and in this we believe lies the solution'.

him to Germany to establish UK commercial diplomatic representation in Frankfurt, then to Bonn before being posted to the commercial department of the British Embassy in Rome. After a spell in Milan, Mr. Rooke was promoted to Deputy Consul-General (Commercial) in New York. He later served as Counsellor (Commercial) in Berne and then Rome, moving on promotion to Canberra as Minister (Commercial) before his appointment as Minister (Economic) to Paris in 1968.

BOTB News

Eric Deakins to visit British Machine Tools and Scientific Instruments Exhibition in Shanghai

Eric Deakins, Parliamentary Under Secretary of State for Trade will attend the opening of the British Machine Tools and Scientific Instruments Exhibition in Shanghai on 25 March. His visit to China from 19-28 March, during which he will discuss Sino-British trade with Chinese authorities, was planned to coincide with this important trade exhibition.

The exhibition is sponsored by the British Overseas Trade Board in association with the Sino-British Trade Council, with the support of the Machine Tool Trades Association, the Scientific Instrument Manufacturers Association and the Gauge and Tool Makers Association. The British Overseas Trade Board appointed Industrial and Trade Fairs International Ltd. to organise the exhibition.

There will be 58 exhibitors representing 68 companies participating collectively in the East Halls 1 and 2 of the Shanghai Exhibition Centre. They will occupy approximately 6,000 sq. m. of ground floor space and will display samples of the most advanced achievements in British technological equipment, worth in the region of £1.7 million.

100,000 visitors expected

It is expected that 100,000 Chinese visitors will attend the exhibition. The 23 and 24 March will be preview days, and three afternoons, 27, 28 and 31 March will be confined to specialist visits. The President of the exhibition is Lord Nelson of Stafford, President of the SBTC. Sir John Keswick KCMG, Vice-President of the SBTC will also attend.

A trade liaison office will be set up in a position easily accessible from the stands and will be staffed by officials of the SBTC and the British Embassy in Peking.

A programme of 43 technical lectures by British experts on related topics has been planned to run concurrently with the exhibition. It is a feature of the event to which the China Council for the Promotion of International Trade and the BOTB attach great importance. Each lecture will be given to groups of Chinese specialists and detailed questioning is anticipated from the audiences.

This important event was first mooted after the highly successful but more general British Industrial Technology Exhibition in Peking, March/April 1973. At that time the Chinese and British Governments agreed in principle on the mutual trade benefits to be gained from trade missions and exhibitions.

In May 1974 Mr W T Pearce, Director of BOTB Fairs and Promotions Branch, led a team to Peking and Shanghai for discussions with the China Council for the Promotion of International Trade and agreement was reached on the holding of this event, the first of its kind in Shanghai. The team concluded the final arrangements with the Chinese authorities in a subsequent visit in November.

Shanghai is a significant choice of venue as it is the largest and most important industrial centre in China and is the main base of her scientific instruments industry.

Prospects for British cutting tools in Japan

'To succeed in Japan a UK company should be prepared to devote a sufficient portion of its capacity for Japan in terms of management time, finance, technical service and deliveries' states the *Japanese Market for Engineers' Cutting Tools,* a survey published on 13 March by the British Overseas Trade Board. It further suggests that any British exporter who has achieved success in other highly industrialised countries should be recommended to look seriously at the opportunities Japan may present.

The survey analyses opportunities which exist for British exporters of engineers' cutting tools in the Japanese market, and provides data of assistance to UK manufacturers participating in a British Export Marketing Centre promotion in Tokyo. The research covers the methods and channels of distribution, lists leading manufacturers and important potential importers.

In its conclusions the survey identifies the best opportunities for British exporters as being in the area of standard drills and milling cutters, special purpose drills and end mills. It singles out the increasing use by Japanese industry of throw away tips and cutters.

The survey also suggests that British manufacturers of general purpose tools, whose home sales are large enough to enable them to sell at competitive prices overseas, should look at the prospects in Japan of selling universal type tools, particularly standard drills and milling cutters, in competition with Japanese suppliers. British tool manufacturers who are geared to supply special small-lot requirements should investigate the possibilities of selling highly-specialised products which are not available from the standard ranges of leading Japanese manufacturers.

The *Japanese Market for Engineers' Cutting Tools* was prepared for the British Overseas Trade Board by Dodwell Marketing Consultants of Tokyo, Japan. It is available to British manufacturers price £10 post free from the Central Library, 1 Victoria Street, London SW1H 0ET.

Japan's overseas investments growing by 36 per cent a year

Japan's overseas investments are growing by 36 per cent a year and could overtake those of the UK in 1978 and of the United States by 1985. The rapid growth is the result of rising domestic costs, pressure on space resources for large-scale projects and a need to develop a stable supply of raw materials.

The BOTB Exports to Japan Unit states that as Japan's overseas investments will become a major force in the world in the near future, it is vital that UK firms become aware of the scope of Japan's overseas activities and consequent increasing influence in third markets.

A 355-page survey of Japan's overseas investments has been produced by Dodwell Marketing Consultants, Tokyo. The first part provides full commentary with tables and charts on Japan's overseas investment by industry and country. The second part gives a detailed listing of Japanese companies' overseas activities broken down by industry classification and country. The survey (price £54) is obtainable from S. Hayashi, Dodwell and Co. Ltd., PO Box 239, 18 Finsbury Circus, London EC2H 2LT (tel. 01-588 8040).

Further examples of stamps produced in Britain for overseas' Governments. The birds shown (from the left) are the pigmy goose, garganey and green pigeon.

Simpler export documents – UK aligned system to be revised

SITPRO – the Simplification of International Trade Procedures Board – has decided to revise the UK Aligned System of Export Documentation, first introduced by the Board of Trade in 1965 following the work of the Joint Liaison Committee on Documents used in the International Carriage of Goods. Revision should be completed by the middle of 1976 and it is hoped the revised system will come into effect from 1 January 1977.

Revision will take account both of documentation techniques developed since 1965 and will extend the range of recommended documents. For example the new system will include invoice-based documents designed to meet the special internal and commercial needs of individual exporters.

The revised series will maintain the principles embodied in the 1965 JLCD system that the numerous forms required in documenting export consignments should be designed as an integrated set, that as many forms as possible should be printed on the same size paper and that common items of information should occupy the same relative position on each form.

A survey carried out in 1973 by the London Chamber of Commerce and Industry showed that the average estimated cost of documentation for the exporter alone was £12.865 per consignment – irrespective of whether the consignment was a single case of clay pipes or a complete computer. The figure covers the cost of preparing all documentation necessary for shipping, from home works or warehouse to delivery to the overseas customer and receiving payment, including labour, overheads, office space, forms, fees, machinery, etc. It does not cover the documentary costs incurred by other participants in the transaction such as freight forwarders and shipowners. The average cost for exporters not using one-run systems was £17.00 and for those using such system £8.80 – a potential saving of 48 per cent.

The SITPRO Board was set up in 1970 to guide, stimulate and assist the rationalisation of international trade procedures and the documentation and information flows associated with them. Inquiries: SITPRO, 26/32 Caxton Street, London SW1 (Tel. 01-222 3673/5).

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news.

Send your export photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

SITPRO introduces new shipping note

A vital link in the chain of communication between exporters and ports and shipping lines is the Shipping Note. Up to now the exporter has had to fill in, for each shipment, one of a colourful selection of a dozen or more Shipping Notes of different types, designs and sizes, because port and shipping operators have issued their own many and varied forms for this purpose.

Now, the Simplification of International Trade Procedures Board (SITPRO) is introducing, on 1 April, the National Standard Shipping Note, which will be accepted at any port, containerbase or other freight terminal in place of the different versions used in the past. Receiving standard documentation will also assist those port and shipping operators in speeding up their own services and adding more efficiency to their operation. SITPRO has called upon the resources of modern technology to produce this six-part Shipping Note on a newly developed grade of carbonless paper, which enables the form to be completed easily by hand, typewriter, or automatically using a wide range of office machines; afterwards it is suitable for further completion, photocopying or microfilming by port and shipping companies.

Supplies of the National Standard Shipping Note are now available at over 80 retail outlets throughout the country, mainly chambers of commerce and commercial stationers. In January 35,000 introductory leaflets were distributed and a full explanatory leaflet is also available from the retailers. The exporter is therefore able to obtain locally the one and only Shipping Note form he need use for his normal export consignments—a welcome diminution of the mountain of stationery in whose shadow the export office has to set in motion Britain's export trade, says SITPRO.

British computer services seminar in Beirut

The British Overseas Trade Board, in association with the Software Houses Association, the Central Computer Agency and the National Computing Centre, has organised a seminar in Beirut from 28-30 April on computer services in government departments and state organisations.

The purpose of the seminar is to promote consultancy services such as method know-how and training courses, and the associated software. The BOTB has arranged invitations for over 100 Lebanese officials, and representatives from 15 other Arab countries.

The speakers at the seminar are Mr. B. J. Gibbens, Software Houses Association, Mr. R. D. Aylward, Central Computer Agency, and Mr P. G. Rayment, National Computing Centre. They will be including papers on the role of consultants; project control techniques; the stages of implementation; the growing of domestic software capability; and working towards a national computing plan.

British firms at Rotterdam transport show

Fred Mulley Minister for Transport, opened the seventh biennial International Exhibition for Transport Import and Export Services (Nedex-Eurofreight) in Rotterdam from 18-22 March. Sir John Barnes, KCMG, MBE, British Ambassador at the Hague, was also present.

A combined group of 13 British companies is exhibiting at the exhibition. The display includes trailers, cargo control equipment, refrigerated containers and forklift trucks. The group is being backed by the British Overseas Trade Board, under the joint venture scheme, in association with the London Chamber of Commerce and Industry.

Exhibitions and Fairs

$1m electronic sales forecast for UK firms

From Norman R. Sutherland, Vice-Consul (Commercial), British Consulate-General, Los Angeles: The National Electronic Show and Convention held jointly with the International Microelectronics Conference/Exhibition at the Anaheim Convention Center, near Los Angeles, 11-13 February, was acclaimed as an unexpectedly successful event. British manufacturers participated, for the seventh successive year, in a joint venture co-sponsored by the Westminster Chamber of Commerce and the British Overseas Trade Board.

As they were mostly smaller electronics firms and as only four of the group of 10 had previously exhibited at Nepcon, no one was anticipating very startling results from a show that was being held in an atmosphere of pessimistic forecasts of business slowdown in the current recessionary climate of the US electronics industry. But gloom was dispersed by a near record attendance of 25,929 visitors who came to see the products of an all-time record number of exhibitors.

Furthermore, the average sales forecast for 1975 as a direct result of having exhibited at Nepcon-West '75 was estimated at $100,000 for each firm, giving an aggregate forecast of approximately $1 million. This is all the more remarkable coming, as it does, at a time when the US electronic industry is experiencing an inflation rate of 8.5 per cent and a dollar sales increase of only 5.3 per cent – one of the lowest rates of growth ever experienced by the industry.

Bruce Doyle, the US agent for Hallam, Sleigh and Chester Ltd., a newcomer to Nepcon-West, termed it 'an excellent show – the best Nepcon in the last 12 months!' Another newcomer, Dycem Plastics Ltd., located a number of potential agents for its recently-developed clean room mats and termed the local reaction to its products as 'magnificent!' A. Scurfield, of Tool and Components Ltd., was equally enthusiastic about the trade interest in his firm's products: 'There are excellent prospects of sales for British companies in California – this is an open market for hard-selling British manufacturers.'

The consensus of the British participants was that this was a well-organised and very worthwhile show. Indeed, every one of them stated that their firms will exhibit at Nepcon-West '76.

Members of the British joint venture were: Critchley Brothers Ltd., Dycem Ltd., Elite Engineering Ltd., E. T. Equipment Ltd., Europartners Ltd., Hallam, Sleigh and Chester Ltd., Opsec Ltd., John Parfitt Ltd., Tool and Components Ltd., Vickers Instruments Ltd.

German Democratic Republic leaders visit British exhibitors in Leipzig

A top-level delegation from the GDR Government visited the first group of British instrument makers to attend the Leipzig Spring Fair. Erich Honeker, First Secretary of the SED, Willi Stoph, Chairman of the State Council, and Horst Sindermann, Chairman of the Council of Ministers, led the party which was received in Hall 15 at the Fairgrounds by Britain's Ambassador H. B. Curtis Keeble.

At the event, which ended last week, 12 companies were exhibiting in a joint venture organised by the Scientific Instrument Manufacturers Association and supported by British Overseas Trade Board. Their representatives and L. Nolder of SIMA were introduced by the Ambassador to the VIPs who included Guenther Mittag, First Deputy Prime Minister, Horst Soelle, Minister of Foreign Trade, and Dr. Gerhard Beil, State Secretary in the Ministry. Taking part in the SIMA group were: Anacon (Instruments) Ltd., Bourne End; Instron Ltd., High Wycombe; KDG Instruments, Crawley; Metals Research, Royston; Pye Unicam, Cambridge; Taylor Servomex Ltd., Crowborough; Beckman Instruments, Glenrothes; Joyce Loebl, Gateshead; Marconi Instruments, St. Albans; Nuclear Enterprises, Edinburgh; Rank Taylor Hobson, Leicester; Uni-Export Group of Companies, London.

There were also BOTB-supported joint venture groups sponsored by Birmingham Chamber of Commerce and the London Building Centre at the Leipzig Spring Fair 9-16 March.

It is reported by the Leipzig Fair Agency that Shell International and AHB Chemie of the GDR signed a five-year co-operation agreement at this international exhibition.

The agreement puts on a formal basis a long-standing business relationship, it is stated, both sides declaring their willingness to promote reciprocal trade in sales and purchases, to seek to create favourable conditions for such trade and to formulate under these conditions sales and purchasing contracts on competitive terms in the markets concerned.

For Hanover Fair: an official trade information office

At this year's Hanover Trade Fair, 16-24 April, there will be an official British Trade Information Office in the Internationaler Treffpunkt in Room 34-35 which is situated in the Mittelallee.

It will be manned by members of the Commercial Section of the British Consulate-General in Hanover with the assistance of members of other British Consulates-General in the Federal Republic and the British Embassy in Bonn. There will also be a representative of the British Information Services available from 15 April to assist those requiring advice on press and TV matters.

The function of this office, states the Consulate-General in Hanover, is to receive trade inquiries from buyers and agents, maintain close links with the Department of Trade and to assist British exhibitors with their commercial activities. The office's telephone number is Hanover 89-3211/12 with effect from 16 April; the telex number is 9230323 and the answer back is brfr d.

Bad times but good results at Copenhagen building show

From L. Rubinstein, British Embassy, Copenhagen: The sixth and largest in this series of biennial exhibitions, 'Building for Billions 75' was held in Bella Centret, Copenhagen, 31 January-9 February, at a time when the building trade and industry in Denmark was going through a crisis more severe than it had known for decades. But attendance fell by only 13 per cent compared with the previous event in 1973 – which was, anyway, a record year, thanks to a TV strike. An encouraging fact was that the number of trade visitors remained roughly the same, representing about 60 per cent of the total attendance of 113,000 visitors.

The organisation and presentation was maintained at its customary high standard. Seven product groups, each allied to the various stages of the building process, were assigned to their individual sections, the largest space being devoted to the multitude of items used in heating, ventilating and sanitary installations. In view of the increasingly high cost of fuels, it was not surprising that insulation was selected as one of the main themes of the exhibition.

There were over 300 stands representing a total of about 1,000 manufacturers from all parts of Europe and Scandinavia. Britain, Norway, Portugal and East Germany had their own national stands.

With the co-operation of the British Overseas Trade Board, joint venture participation by 10 British firms had been arranged by the Building Materials Export Group through the Building Centre Group. The British stand was visited by British Ambassador Sir Andrew Stark, KCMG, CVO and Lady Stark.

From discussions with the British participants during and at the close of the exhibition it was apparent that they were generally satisfied with the arrangements and the number and nature of inquiries received. A point of particular interest was that of the more promising inquiries, many came from overseas visitors which clearly indicates that this exhibition serves as a useful vehicle for selling not only in the host country but in many other world markets. The Overseas Visitors Section recorded trade visitors from all parts of Scandinavia and Europe, as well as from more distant countries such as Iceland, Greenland, Russia, Iran, Japan, China.

Columbus Dixon Ltd. reported about 35 good inquiries for its floor maintenance machines and was pleased with its first time participation. Duraflex Housecrafts Ltd. was virtually assured of success with its double glazing system and draught excluders for the DIY house owner because of the present high costs of heating and high labour charges in Denmark. Its arrangements in Denmark were consolidated and markets were opened in other Scandinavian countries.

Errut Products Ltd. repeated its successful participation at the previous event and received well over 100 inquiries for concrete surface treatment equipment, in addition to making actual sales on the stand. Hepworth Iron Co. Ltd. took part primarily to investigate the market potential for drainage and water pipes but in the event was able to count close on 60 inquiries from consulting engineers, municipal authorities, building contractors, etc., and from Russian and East German trade missions. Hepworth Plastics Ltd., already represented in Denmark for part of its range of baths, cisterns, drainage pipes, etc., was able to appoint an agent for Holland and was negotiating with another to cover Saudi Arabia.

Hereford Tiles Ltd., exhibiting for the first time in Scandinavia, succeeded in appointing agents to cover Denmark, Sweden and Finland for wall tiles and was hopeful about establishing similar representation for floor tiles. James Jobling and Co. Ltd. was showing very specialised glass drainage systems which, although of little interest to the majority of visitors, elicited some 25 inquiries from engineers, laboratories, local authorities, etc. in Denmark, Norway and Sweden. Randall Electronics Ltd., already established in Scandinavia, was well satisfied with interest shown in its domestic heating temperature control equipment and was expecting useful future business.

Space Decks Ltd. made a good job of presenting, in an attractive manner, its structural steel building system. Although the prospects in Scandinavia appeared rather bleak, apart from one useful inquiry from the Danish State Railways, it looked as though some excellent business could result from inquiries for concrete product factory projects in Algeria, a casino complex in Gambia and from a potential Finnish agent who wanted to market the system in Russia. Vent-Axia Ltd., manufacturer of extractor fans, was greatly encouraged by the interest shown not only by the trade but by the general public and obtained inquiries for a large number of fans, despite the very severe competition that exists in this field.

From talks with the organisers towards the end of the exhibition, it became clear that it had gained full recognition as the most important event of its kind in Scandinavia.

Hellenic Fashion Centre

The Greek Embassy in London reports that the Hellenic Fashion Center, 12 Amerikis Street, Athens TT134, is organising two fairs in September.

They are: Second Hellenic Fashion Fair, Athens, 20-24 September; First Leather and Shoe Fair, Athens, 5-8 September.

Supported by the British Overseas Trade Board in association with the Society of Motor Manufacturers and Traders, 18 British firms exhibited at the Society of Automotive Engineers Exposition and Congress, Detroit, 24-28 February. Here, visitors to the Lucas stand discuss a proportional controller for an electric invalid chair. Lucas controls are fitted to wheel chairs sold in the USA – a growing market, it is reported.

Missions and Tours

Scots tour Australasia and South Africa

Next month, for the first time in its history, the Scottish Council (Development and Industry) is sending out two simultaneous missions – to New Zealand and Australia and to South Africa. The support given to both visits illustrates the keen interest in Scotland in these projects, which are supported by the British Overseas Trade Board, reports the Council.

On 3 April, the first group leaves London for New Zealand, visiting Auckland and Wellington, with some members visiting Christchurch and other cities.

There are 21 members of the group who will be hoping to sell a wide range of products including microwave products, security products, motor accessories, knitwear and tartan clothing, kid leathers for footwear, electronic components, marine equipment and equipment for drill ships and drilling rigs, gas turbines, Scottish jewellery, textile machinery accessories, wire and cable products, carpet backing materials, shoe laces and insoles, handknitting yarns, polypropylene cloth, tape and yarn, plate and section forming machine tools, carpets, bookbinding materials and technical papers, winches for timber extraction and frozen fish.

The group will then fly to Sydney on 11 April for a two-week visit to Australia, based in Sydney and Melbourne, with individual visits to Adelaide, Perth, Brisbane and other cities. As in the case of the Council's last visit to Australia in 1973, the leader of the group will be R. McLean, executive director, Microwave and Electronic Systems Ltd., Newbridge, and the deputy leader will be D. F. Hardie, director, H. and A. Scott (Holdings) Ltd., Dundee.

Australia and New Zealand have been important markets for the UK traditionally, and remain so, despite the changing patterns of world trade whereby trading links have expanded between, on the one hand, the UK and Europe, and on the other, Australia and New Zealand and the Pacific Basin, states the Council. The fact that there are plans for approximately 20 British trade missions to Australia and New Zealand in 1975 is an indication of the importance attached to the area by British exporters.

Exports from the UK went up very substantially in 1974 to both countries – at £599 million, up 48 per cent in value to Australia, now the UK's ninth largest export market; and at £255 million, up 53 per cent in value to New Zealand, the UK's 18th largest market, the Council reports.

It is hoped that this visit will help members to play their part in consolidating the gains which have been made and in laying the foundations for a further increase in sales to Australia and New Zealand.

On 6 April, the second group, of 18, flies from London to Johannesburg for a two-and-a-half week visit to South Africa. The leader of this group is K. W. Newton, manager (sales and marketing), William Beardmore and Co. Ltd. of Glasgow.

Other visits already planned by the Scottish Council for later in 1975 include missions to Brazil (7-21 June); the USA and Canada, based in New York (1-15 November); and Singapore, plus Malaysia/Thailand (22-29 November). Efforts are being made to arrange a visit to the USSR in October.

This young patient was obviously in good spirits when she met leading Italian surgeon Professore Mario Guarino (centre), Direttore di Sanitario Ospedale Civile, Rieti, visiting the casualty department of St. James's Hospital, Leeds. With him is (left) J. Callery, administrative assistant at the hospital, and S. U. Almirante, Commercial Attache, British Consulate-General in Milan. Professore Guarino was among five Italian surgeons who were on a six-day tour of Britain arranged by the British Overseas Trade Board, 2-8 March. They visited British hospital emergency services and medical equipment manufacturers.

Birmingham Chamber continues campaign

As the first of this year's trade missions sponsored by the Birmingham Chamber of Industry and Commerce completed a fortnight's visit to the Middle East earlier this month, two other missions left for destinations further east.

The larger of the two groups, comprising 16 delegates, is spending a week in Hong Kong and represents a typical cross-section of UK capital and consumer goods manufacturers. It is the fifth mission to Hong Kong in as many years and the participants are confident of bringing back substantial orders.

Among the group is D. L. Hope, chairman of the Chamber's West Europe Section. Managing the mission is Arthur Jackson, head of the Chamber's Overseas Department: while in the Far East, he is visiting Peking for talks with State Trading Corporation officials in preparation for a mission that the Birmingham Chamber will be mounting to the People's Republic of China in October.

The second mission left for two weeks' activity in Pakistan and India. This is a follow-up visit to the mission which the Chamber mounted to India two years ago.

Later this month, two further missions – one to Tanzania and Zambia, the other to Texas – are setting out from Birmingham as the next stage of the Chamber's continuing campaign to increase Britain's share of overseas markets.

General Shennawi, chairman of the Egyptian Civil Aviation Authority, was in this country 2-9 March as a guest of the British Overseas Trade Board. He is pictured on a visit to West Drayton Air Traffic Control Centre in the main operations room. The General (centre) was on an exploratory tour of what Britain has to offer in the air traffic control systems field.

Mersey missions outward bound

The Merseyside Chamber of Commerce and Industry proposes to send a trade mission to Iran, 7-20 June. The mission would be based in Tehran. On or after 12 June (provided they spent not less than two-thirds of the mission period in Iran) members would be able to travel to other centres, in Iran or elsewhere, as their business requirements dictate, states the Chamber. Members will be expected to travel out as a group.

The Chamber also plans to send a trade mission to the Caribbean (Jamaica, Puerto Rico, Trinidad and Barbados), 19 September-9 October.

Further details of these missions are obtainable from C. P. Mercier, Overseas Trade Secretary, Merseyside Chamber of Commerce and Industry, 1 Old Hall Street, Liverpool L3 9HG (tel. 051-207 1234).

Sales follow Japan tour

Total sales of between £250,000 and £300,000 have been reported by Tony Bicknell, Director of the British Knitting Export Council, following the British knitwear mission to Japan, under the direction of the British Overseas Trade Board, 17-28 January. Mission members visited store groups and principal importers in Tokyo and Osaka.

BOTB and NEDC joins forces to boost Anglo-Brazil trade

The British Overseas Trade Board and the North of England Development Council arranged the first ever trade mission from the northern region to Brazil. The mission returned earlier this month.

The 16-man mission, led by John Bridge, industrial development director of the Council, concentrated its efforts in Rio de Janeiro and São Paulo where several of the companies involved hoped to negotiate contracts for port and harbour installations.

Mr. Bridge said of the mission members: 'The 16 companies taking part in our visit have a wide range of products and services to offer, from steel making plants and computer systems to aerospace engineering components and bulldozer trucks.'

He added that the development of Anglo-Brazilian trade over the past few years had been most encouraging and the mission hoped that it could continue this trend by contributing industrial know-how during its visit, 28 February-14 March.

The British Overseas Trade Board and the Humberside Branch of the Institute of Export arranged a mission of nine businessmen from the Leeds Chamber of Commerce to Nigeria. The mission, under the leadership of Leslie Bridger of the Standard Bank, Leeds, was away 2-12 March.

The members of the party represented a wide cross-section of industry, and offered to Nigeria their skill and know-how about the marine and building industries, generating plant, earthmoving equipment, textiles, pharmaceuticals and chemicals, trailer components and the consultancy services of the mining and metallurgical industries.

Dundee group notes progress in Gulf

An outward trade mission sponsored by the Dundee and Tayside Chamber of Commerce and Industry returned from the Gulf States and United Arab Emirates this week. It was the Chamber's second outward mission so far this year – the first has just completed three weeks in Japan and Hong Kong.

This 11-man venture to the Gulf States, 1-21 March, visited Muscat, Dubai, Abu Dhabi, Doha, Bahrain and Kuwait and was the Chamber's third trade mission to this part of the world in the past few years.

The mission leader/manager was Charles L. Corsar, a past director of the Dundee and Tayside Chamber and a past chairman of the Chamber's Arbroath District Committee.

'It is well known that the general economy of the Gulf States and the Emirates is based largely on oil and it is only within recent months that the vast trading potential of this part of the world is being appreciated,' said Mr. Corsar. 'It is difficult, unless one has been there, to realise the enormous progress made in recent years and the tremendous opportunities that exist for business provided, always, that the trading concern is prepared to meet its customers' demands exactly.'

At the King's Fund Centre, London, earlier this month, W. J. Harris, director, British Hospitals Export Council (standing), welcomed members to a seminar on the market for medical and hospital equipment in the United States. Organised by BHEC with the support of BOTB, the seminar was attended by representatives from some 50 firms in the equipment field. As a result of the seminar, a mission to the US is now being considered for the autumn.

Trade Information

Export opportunities in OPEC countries: Peter Shore speaks of the challenge we must meet

Speaking to the Middle East Forum of the London Chamber of Commerce last week, Peter Shore, Secretary of State for Trade, said that in the past 18 months we had witnessed an unparalleled shift in purchasing power between different regions and countries in the world economy.

Mr. Shore said: 'As a result of the quadrupling of oil prices, the growth of trade in and between the developed countries of Europe, North America and elsewhere has virtually ground to a halt. At the same time the oil-producing countries of the Organisation of Petroleum Exporting Countries (OPEC) have become the fastest growing markets in the world, offering immense new opportunities for increased exports.

'The scale of this shift has yet to be fully understood. The imports of OPEC countries are expected to increase this year alone by about 25 per cent in real terms and their volume should double by 1980. Thus, the OPEC countries imports, which totalled about $40 billion in 1974, should rise, in constant price terms, to some $80 billion by the end of this decade, representing an increase from 4 per cent of total world trade to 7 per cent.

'This reflects the prodigious scale of development plans in these countries. For example, the current Iranian five-year plan (1973-78) envisages capital expenditure of $68 billion; Saudi Arabia's 1976-80 plan is expected to be $60 billion; Nigeria's 1975-80 plan forecasts capital investment of about $48 billion; Indonesia's budget 1974-78 is over $12 billion; while Venezuela plans to spend over $9 billion in 1975 alone.'

Requirements differed from market to market, commented the Secretary of State, but the various plans covered industry, agriculture, infrastructure and social services. This meant opportunities for new export business for a vast range of capital producer goods (particularly power generation, steel and process plant), for construction work and for services like design, consultancy and training. There should also be increased scope for exports of consumer goods as the new wealth spreads through those countries. In addition to direct exports, the scale of much of the project business was such that there were valuable openings for small and medium companies to secure sub-contract work from project leaders in the UK and overseas.

To expand our share

Mr. Shore added: 'At present the OPEC countries take about 7 per cent of the UK's total exports of manufactured goods. This proportion will be increased substantially if we only maintain our present share of these markets. Let me remind you that we have now about 10 per cent of the Iranian market; 25 per cent of the Nigerian; roughly some 12 per cent of the Saudi Arabian and Kuwait markets, and over 3 per cent of the Indonesian and Venezuelan. But our aim, of course, must be not just to retain our share of these markets, but to expand our share.

'In 1974, British exports to OPEC countries increased by 52 per cent on the previous year, totalling £1,087 million, compared with a 32 per cent increase in our total exports. More important, our response has grown swiftly during the year, from a 15 per cent rise in the first quarter to a 90 per cent increase in the fourth quarter of 1974. This is particularly encouraging in that the increase in exports to OPEC countries last year was due largely to orders negotiated before the main surge in their revenues.'

Mr. Shore reminded the audience that the attraction of these markets had not escaped the attention of other exporters. 'The UK effort must be geared to match the strong competition from other industrial countries. That is why the Government is doing all it can to help firms obtain business in these fast-growing markets, in particular by developing direct inter-Governmental arrangements on lines favoured by the oil-producing countries, by seeking to involve public corporations and Government agencies in support of large-scale projects and by helping with the vital training needs of these countries. Department of Trade Ministers have also given particular attention to these markets. I have myself visited Venezuela, Iran, Nigeria and I intend soon to visit the Gulf States. If the Government's work is to be effective, it must be matched by maximum co-operation between UK firms interested in the major-project business. We must not cut our own throats.'

Improving personal contact

Future expansion depended very much on the response by firms to these opportunities, the Minister commented. Improving personal contact with customers in these countries was one particularly important factor: they welcomed those who were seen to take trouble over them. Joint ventures were also important: these countries often wanted partnership arrangements with firms which could supply technology, management and training help on a continuing basis.

The British Overseas Trade Board had arranged a large number of trade promotions and missions to OPEC countries this year. Over 50 outward missions of businessmen covering a wide cross-section of British industry were planned, together with about 10 inward missions of Government officials and businessmen visiting the UK as potential buyers of goods and services. There was also a 100 per cent increase in the number of UK companies attending the highly important Tehran International Trade Fair in September. Moreover, the Government export services as a whole had been reviewed and extended to improve their contribution to exporting in these markets.

Mr. Shore continued: 'Our most recent response in support of British exporters is the introduction of a cost-escalation scheme to help capital goods exporters overcome the temporary and abnormal difficulties of cost inflation. We are also seeing how we can share in the risks of raising performance bonds.

'The way most Middle East countries prefer to conduct business, and the size of some of the projects being undertaken, constitutes a serious problem to British firms wishing to participate.

'British technical capability is second to none. But from the financial point of view the combination of large, single contracts, fixed prices and performance bonds in present

circumstances, seriously puts at risk the ability of British contractors to bid competitively for such projects.

"One thing is clear: since we cannot afford to opt out we have got to play by the same rules which other countries adopt. The effects of missing out on these projects would be felt throughout a wide area of British industry. It is essential that we should be in a position to participate on equal terms with other countries for such important business.

'I believe it is right that we should give this encouragement and assistance – cost escalation and performance bonds – to exporters. Basically what we have done is to remove some of the totally unpredictable risks caused by inflation and some of the disadvantages which British exporters faced when competing for capital goods business against foreign companies.'

Finally, the Secretary of State emphasised the crucial importance of delivery dates. 'The most striking single factor of the OPEC countries today is that they are not prepared to wait; they want to push ahead with their development plans at a pace and on a scale that is truly staggering. While price and quality of the goods on offer remains important, the main stress of the OPEC countries now in awarding contracts is on how quickly and reliably deliveries can be made.

'Quite literally if we – workers, management and Government – do not meet this challenge, tens of thousands of jobs will be at risk in this country and the opportunity for an immense enhancement of our national prosperity will have been lost.'

Cost escalation cover by ECGD

Eric Deakins, Parliamentary Under-Secretary of State for Trade, moved an amendment to the Export Guarantees (Amendment) Bill in the House of Commons on 12 March.

This introduced into the Bill provision to enable the Export Credits Guarantee Department to operate as a temporary measure the scheme to assist exporters in meeting part of unexpected cost-escalation in large capital goods contracts, announced by the Secretary of State for Trade, Peter Shore, on 20 February.

Mr. Deakins said: 'The scheme will apply to major capital goods contracts with an individual value of £2 million or more with manufacturing periods of two years or more. Exporters will have to bear or pass on to buyers at least the first 10 per cent per annum of increased costs but the Government will then cover 85 per cent of eligible cost increases within a 10 per cent per annum band above that minimum level. In the case of cash contracts this protection will be increased to 90 per cent within a 15 per cent per annum band.

'The restriction to 85 per cent or 90 per cent within the band provides some incentive to exporters to try to control their cost. The wider band for cash contracts gives an incentive for the exporter to try for cash payment rather than offer credit terms. Cash payment not only produces a quicker return to the balance of payments: the absence of credit also avoids the need to provide fixed rate finance at the special export rate. The fact that the 10 per cent threshold is a minimum, means that the band of cover can float. The exporter can take cover from 10 per cent to 20 per cent for instance, or he can choose cover from, say, 13 per cent to 23 per cent or from 18 per cent to 28 per cent. He therefore has a further incentive to pass on the maximum possible amount of cost increase to overseas buyers.

Payments under the arrangements will be related to such increases in the cost of labour, materials and other matters as may be specified by, or under, the arrangements. Thus ECGD will have discretion to specify the nature and size of the costs to be covered by the arrangements and to specify the manner in which cost increases are to be determined under those arrangements.

'In the individual contract, the escalation cover will relate solely to net increases in the amounts of the specific categories of variable UK costs which right at the outset have been identified by the exporter and accepted by ECGD. These categories are, essentially, his raw materials, components and labour costs. It will not cover his profits. The maximum rate of cost increases which can be covered under the scheme must be verifiable against some generally accepted independent index or formulae. Where in a particular trade it is the usual practice to base cost escalation clauses in contracts upon some well established and representative market indices, ECGD will normally expect to follow that practice although it would wish to satisfy itself that to do so would conform to the principles of the scheme. In other cases it may be necessary to use the Government's own published indices of movements in materials and wage costs for the industrial sector in question. However, whatever the precise index used in the individual contract, the exporter will not be able to claim more than the rise shown by that index, even though his own costs on that particular contract may actually have risen faster. Furthermore, if his own costs rise by less than the index, his entitlement will be limited to that lesser amount as evidenced by independent certification of his actual cost increases.

'In this connection, I should make it clear that it would not be possible for ECGD to vet each case in fine detail without setting up a small army of inspectors, whose activities could be guaranteed to increase industry's costs still further. However, the Department will have the right to check, which it intends to exercise in a proportion of all cases, as well as whenever it considers it necessary in a specific case. There is certainly no question of exporters writing in whatever cost increases they please; because they will be meeting 15 per cent of cost increases within the band of cover, they will in fact have an incentive to hold their costs below the index level. Settlement will normally be made at the end of the manufacturing period, when it is clear how their costs have actually risen.'

New Specific Guarantee

The Export Credits Guarantee Department has sent copies of new policy documents (to be issued after 1 April) to exporters who are regular applicants for its Specific Guarantees. These guarantees cover capital goods sold under supplier credit contracts insured by ECGD individually. For the most part the same measure of cover is provided under the new policy and the scale of premiums is unchanged.

Poland: £15m line of credit

A £15 million line of credit which Lloyds Bank has made available to Bank Handlowy w Warszawie SA, Poland, has been guaranteed by the Export Credits Guarantee Department.

This is the third Lloyds line of credit for Poland guaranteed by ECGD and brings the total to £50 million. The previous

line for £15 million, which was made available last year, has been almost fully used and is due to expire later this month. Contracts placed under this line included a wide range of capital goods such as petrochemical plant, mining equipment, textile machinery, machine tools and shipbuilding equipment.

This new line of credit will enable buyers in Poland to place further contracts in the UK for a similarly wide range of capital goods. UK suppliers will receive 85 per cent of the contract price from the loan at the time of shipment; the remaining 15 per cent is payable from the buyer's own resources.

To qualify under this line of credit a contract must have a minimum value of £100,000 and be placed by 13 March 1976.

Details are available from A. J. Clark, ECGD (tel. 01-606 6699 ext. 286), or C. T. J. Sheppard, Lloyds Bank (tel. 01-626 1500 ext. 2353).

USSR: loans totalling £8.5m

Two loans totalling £8.5 million, which Morgan Grenfell has arranged with Moscow Narodny Bank and with Vneshtorgbank (the Bank for Foreign Trade of the USSR), have been guaranteed by the Export Credits Guarantee Department.

A loan for £5.1 million will help finance a contract for 300 fork lift trucks which Henley Fork Lift International Ltd. of Gwent will supply to V/O Machinoimport, Moscow. Finance for this loan has been made available by Barclays Bank.

The other loan, for £3.4 million, will help finance a contract for a valve body forge, which includes two hydraulic presses one of 8,000 tons and one of 1,500 tons, which Davy Loewy Ltd. of Sheffield will supply to V/O Stankoimport, Moscow. Finance for this loan was made available by Lloyds Bank.

This brings the total of loans to the USSR guaranteed by ECGD since January 1973 to nearly £90 million.

Peru: £1m line of credit

The ECGD has guaranteed a £1 million line of credit which has been made available to Banco Popular del Peru. The loan was arranged by Lazard Brothers on behalf of National Westminster Bank.

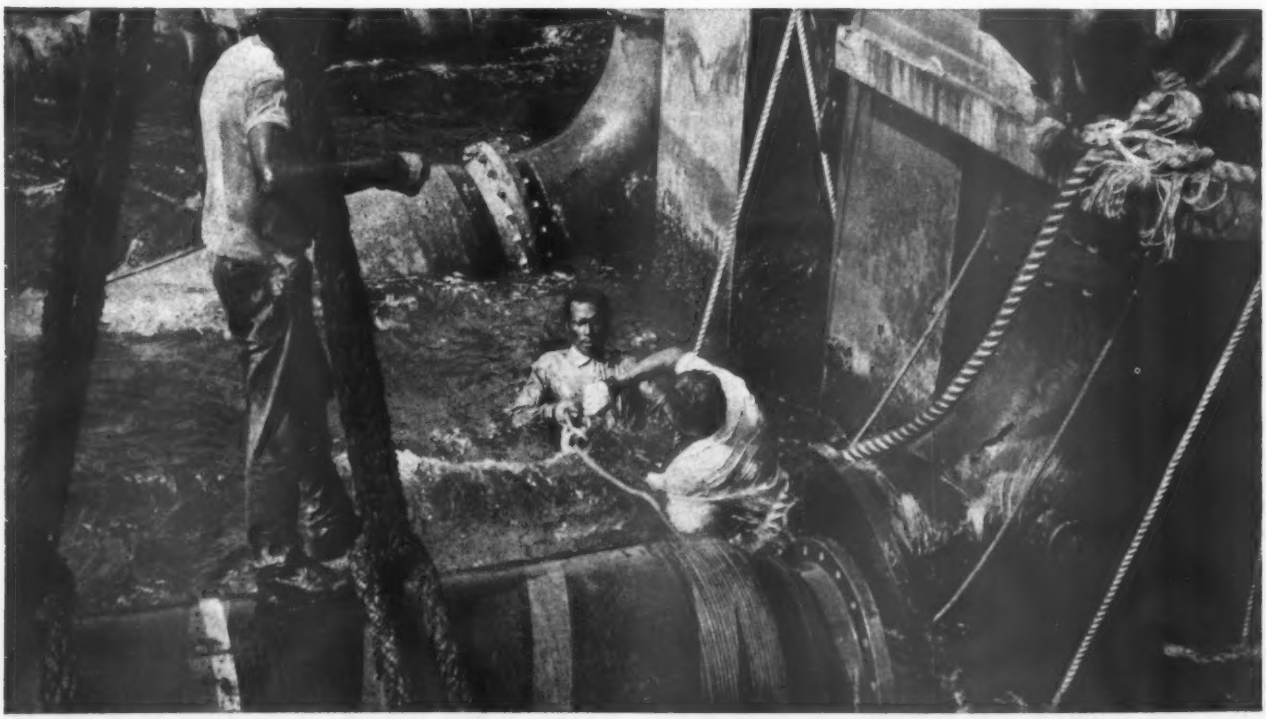
This line of credit will enable buyers in Peru to purchase capital plant, equipment and associated services in the United Kingdom on cash terms. The UK suppliers will receive 80 per cent of the contract price from the loan. A contract must have a minimum value of £40,000. Repayment will be over four to five years depending on the value of each individual contract.

Details are available from A. Crawford of ECDG (tel. 01-606 6699 ext. 7153) or J. Hilleard of Lazards (tel. 01-588 2721).

Zaire: early application for visas

Trade and Industry, 30 January 1975, stated that, as all applications for visas for travel to Zaire now have to be referred back to Kinshasa, businessmen should apply well in advance for their visa. Advice has now been received that applications should be made at least four weeks in advance.

It is understood that the border between the Central African Republic and Zaire is closed to all overlanders. It is unknown whether borders with other countries may be affected following the recently introduced requirement that all foreigners, except residents of neighbouring countries, must enter Zaire at Kinshasa airport. Inquiries: CRE tel. 01-215 5334/3338.



Connection of a giant Dunlop floating hose to a buoy off the African coast. In the single point mooring system of loading and unloading supertankers offshore, the oil passes from the ship manifolds via the floating hose to the buoy, thence by under-buoy hoses and a fixed submarine pipeline to the shore installation, perhaps a mile or two away. More than half the world's single-buoy mooring systems are equipped with Dunlop hose, each length weighing about 5 tons – but it still floats! Dunlop's Oil and Marine Division, at whose Grimsby factory the hoses are made, is said to be the world's biggest supplier of hoses to the international oil industry.

Applications for temporary exemption from import duty

The Department of Trade is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by 4 April.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.48	Zinc selenide	Zinc selenide (chemically vapour deposited)	31 December 1975	14965
62.03	Used sacks and bags of a kind used for the packing of goods: i of jute or of other textile bast fibres of heading No. 57.03 excluding those containing 85% or more by weight of jute; ii of flax or of sisal; iii of other textile materials	Used sacks	31 December 1975	14960
73.18	Steel pipes, longitudinally butt welded, in lengths of not less than 5.5 m. and not more than 14 m., with an outside diameter of not less than 550 mm. and not more than 1,550 mm. and a wall thickness of not less than 8 mm. and not more than 10.5 mm. for use in the transmission of natural gas	Longitudinally butt welded linepipe	31 December 1975	14553
	Steel pipes, longitudinally butt welded, in lengths of not less than 5.5 m. and not more than 14 m., with an outside diameter of not less than 550 mm. and not more than 1,550 mm. and a wall thickness of more than 10.5 mm. but not more than 21 mm.; for use in the transmission of natural gas	Longitudinally butt welded linepipe	31 December 1975	14553

Wood chipboard: revocation of anti-dumping order

On 10 February 1975, the Department of Trade announced that it was considering an application for the imposition of anti-dumping duties under the Customs Duties (Dumping and Subsidies) Act 1969, on wood chipboard other than wood chipboard surface treated with resin impregnated papers (eg melamine) imported from Romania and named producers in Norway and Sweden and made an Order, the Anti-Dumping (Provisional Charge to Duty) Order 1975, SI No. 140/1975, imposing for a period of three months from 11 February 1975, provisional charges to anti-dumping duty on imports of certain wood chipboard.

The Department of Trade has now been given voluntary undertakings regarding future price levels for wood chipboard by the producers named in the above Order, ie A. S. Arbor Limited, A/L Orkla Skodindustrier, Namdal Skogindustri A/S and A/S Saga Skogindustri, Norway, Skogsagarnas Industri AB, Sweden, and Romania. In these circumstances the Department will not proceed further with its investigation into the allegations of dumping.

The Anti-Dumping (Provisional Charge to Duty) Order, No. 140/1975 is being revoked by the Anti-Dumping (Provisional Charge to Duty) (Revocation) Order, 1975, SI No. 373/1975 with effect from 19 March 1975. Copies of the above Revocation Order will be available from HMSO, 49 High Holborn, London WC1.

Investigations may however be re-opened if it is found that wood chipboard is being imported from other suppliers at prices which appear to be dumped.

The effect of the Revocation Order is to remove any provisional charge to duty on wood chipboard. Any provisional charge already paid on importations of such goods will be refunded by Customs without application by the importer or his agents.

Tariff quotas for certain textiles from Turkey in 1975

In *Trade and Industry* of 16 January 1975 notice was given of EEC tariff quotas opened for 1975. This included three duty-free tariff quotas for textile goods from Turkey under the tariff headings 55.05 (cotton yarn), 55.09 (certain woven cotton fabrics) and 58.01A (carpets, carpeting and rugs of wool or of fine animal hair, excluding handmade). A notice in *Trade and Industry* of 20 February 1975 concerning exhaustions of tariff quotas, recorded that the UK's share of the tariff quota for 55.05 from Turkey had been exhausted.

The Council of the EEC has now approved small increases of 5 per cent in the Community tariff quotas for 1975 in order to give Turkey no less favourable treatment than other developing countries get under the EEC's Generalised System of Tariff Preferences. Under the terms of the EEC Council Regulation the increases will come into effect on 15 April 1975 and the revised UK tariff quota shares will be:

55.05	63	tonnes (previously 60 tonnes)
55.09	567	tonnes (previously 540 tonnes)
ex 58.01A	37	tonnes (previously 35.2 tonnes)

Claims against the tariff quota for cotton yarn of heading 55.05 originating in Turkey will therefore be considered by HM Customs for eligible goods in the order that any importer enters them for home use and claims relief from duty, on and after 15 April 1975 up to the limit of the additional amount (3 tonnes). (If the original UK shares of the other two quotas should be exhausted prior to 15 April claims will similarly be considered in respect of eligible goods entered on or after 15 April up to the limit of the additional quota amount.)

Inquiries about this notice should be addressed to Tariff Division 2 of the Department of Trade, Room 333, Kingsgate House, 66-74 Victoria St., London SW1E 6SJ. Inquiries about how much a quota has been used should be made to Tariff Quota Registration Unit, HM Customs and Excise, Kings Beam House, Mark Lane, London EC3 7HE, tel. 01-626 1515, ext. 2570. Customs Notice 771, obtainable free from any Customs House or office of HM Customs and Excise, explains how claims for tariff quota relief should be made.

Textile imports from Japan

The following amendments should be made to Notice to Importers No. 1481 published in *Trade and Industry*, 28 February 1975, page 536, about imports of textile items subject to Japanese export restraint:

Spun yarn of man-made fibres	334,900 lb.
Outer garments	delete 61.08 From 22 April 1974, this item was liberalised

Inquiries: CRE tel. 01-215 3457/5243.

Colour television tubes imported from Japan – application for anti-dumping investigation

The Department of Trade has accepted for full investigation an application under the Customs Duties (Dumping and Subsidies) Act 1969 alleging that colour television tubes are being imported from Japan at prices which constitute dumping and that, as a result, the British industry is suffering material injury.

A statement of the applicants' claim will be supplied to interested parties who give an undertaking to treat the information in strict confidence. Any representations in connection with this application other than from the foreign suppliers with whom special arrangements will be made, should be submitted in writing not later than 7 April 1975. Such representations, in summarised form and without attribution to the source, may be passed to the applicants for comment. Those making the representations should stipulate any particular matters which they do not wish to be disclosed.

Requests for copies of the statement, together with an undertaking in the terms set out above, should be sent in writing to Tariff Division, Department of Trade, Room 344, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ.

Yugoslavia: international road haulage permits

The Yugoslav authorities are taking strict action to counter serious malpractices by a number of British hauliers travelling to or through Yugoslavia.

Until recently a British haulier could enter Yugoslavia on payment of a road tax even if he did not possess a valid international road haulage permit for that country. This privilege has been withdrawn and close checks are being made on the border to ensure that permits are genuine. These measures have been made necessary because of the increasing use of forged permits by British operators.

It is regretted that operators holding genuine permits issued by the Department of Environment's International Road Freight Office in Newcastle may now be subject to delays, but the Yugoslav authorities are fully entitled to ensure that only bona fide operators are admitted to their country.

In order to reach Yugoslavia a British operator is obliged to transit certain countries such as West Germany, Austria or Italy for which permits are required. Provided an operator holds permits for transit, the International Road Freight Office will also issue him with permits for Yugoslavia.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Conference on export opportunities in South-East Asia

A one-day conference on the growing and diverse export opportunities in Malaysia and Indonesia is being held in the London Chamber of Commerce headquarters on Monday, 28 April, beginning at 10 a.m. The conference will be opened by Eric Deakins, Parliamentary Under-Secretary of State for Trade.

The main speakers will be drawn from companies with many years of operating experience in these countries. They will be supported by a panel of speakers drawn from commerce and government covering the whole range of British business activity in South-East Asia.

The London Chamber feels the conference will be particularly helpful to British companies experienced in exporting but not yet trading with South-East Asia. The conference fee of £4 (plus 8 per cent VAT) includes lunch. Inquiries should be addressed to Miss Tamara Lazarowicz at the Asia and Pacific Division, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB (tel. 01-248 4444, ext. 306).

Hints to business men booklets: Norway and Egypt

Revised editions of the booklets on Norway and Egypt have been published in the 'Hints to Business Men' series. British business men who intend visiting these countries on export business can obtain copies of the booklets from Export Services and Promotions Division, Department of Trade, Room D 05-09, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7146) or any Regional Office of the Department of Industry.

Cambodia: Embassy staff reduced

Owing to the security situation in Phnom Penh the number of staff at the British Embassy has been reduced to a minimum and the Commercial Department is not functioning. In the present circumstances there are virtually no trade opportunities for British exporters. Inquiries: CRE tel. 01-215 5252.

Tariff and Trade Notices

France

Value added tax: animals of the equine species. The French *Journal Officiel*, 12 March 1975, published an *arrêté* setting out for 1975 the following fixed basis for calculation of value-added tax on imports and sales of live animals of the equine species:

2,200 francs per animal imported or sold within the first year of birth

3,100 francs per animal imported or sold within the second year of birth

4,400 francs for the importation or sale of any other animal of the equine species.

Copies of the French notice can be sent on request or seen at Export House. Inquiries: OTAR ext. 423/408/482.

Austria

Textiles originating in Korea, Pakistan, and Hong Kong: import arrangements. It was announced in the Austrian *Bundesgesetzblatt* 813, 30 December 1974 and 70 of 4 February 1975, that in accordance with the GATT Arrangement Regarding International Trade in Textiles agreements have been concluded with the Republics of Korea and Pakistan respectively whereby direct and/or indirect exports of cotton textiles will be subject to quotas in Austria. The Austrian authorities will licence the import of such goods only if export recommendations issued by the Korean/Pakistani authorities are presented to them. Further, it was announced in *Bundgesetzblatt* 9, 8 January 1975, that it has been agreed to include certain shirts falling under BN heading 61.03 in the Hong Kong Export Authorisation System whereby imports into Austria must be accompanied by a copy of an export licence issued by the Hong Kong authorities and endorsed to the effect that the Export Authorisation has been debited. Further details are available. Inquiries: OTAR ext. 458/461.

Spain

Foodstuffs: import regulations. The Spanish Food Code regulations of September 1967 for the importation of foodstuffs are being further implemented by new decrees published in the Spanish *State Gazette*, 11 and 12 March 1975, to take effect from 13 March. Decrees 336/75, 337/75 and 338/75 of 11 March deal with packaging and publicity, honey and bread respectively. The *State Gazette*, 12 March, published new sets of rules regarding soft drinks, eggs and aromatic additives (essential oils). Copies of the Spanish text are available from OTAR ext. 462/471/472/473.

Home compensation tax: The Spanish *State Gazette*, 10 March 1975, announced that as from that date, iron or steel coils for re-rolling under tariff heading 73.08 will revert to the full rate of home compensation tax levy, 16 per cent. Inquiries.: OTAR ext. 462/471/472/473.

Malta

Import licensing control: The Malta *Government Gazette*, 4 and 7 of March 1975, published Legal Notices 27 and 29 which announced that with immediate effect chocolate, sugared confectionery, paper handkerchiefs and paper serviettes and new motor cars, whether ready built or in a knocked down condition, and motor cycles, would be included in the list of goods which require a specific import licence. Inquiries: OTAR ext. 471/472/473/462.

New distress beacon ordered by Denmark

A realistic background for Ultra Electronics' new 215 twin-frequency distress beacon, installed on a British life raft made by RFD Co. Ltd., Godalming, Surrey. It provides transmissions on both the marine and aircraft distress frequencies. The first order for the beacon, valued at £75,000, has been received from the Danish Government for use in ships sailing between Denmark and Greenland, and follows four years of rigorous testing in the Arctic circle. During trials the beacon has achieved a range of 180 nautical miles (beacon to ship) on medium frequency, and 56 nautical miles (beacon to aircraft) on ultra high frequency. The beacon is designed for mounting on the floor of the lifeboat or life raft but will float if accidentally dropped overboard without the danger of water entering the canister. The beacon is produced by Ultra Electronics Ltd., Greenford.

Lebanon

Tariff amendments. The Lebanese authorities have issued the following amendments to the Customs Tariff: sub-headings not mentioned in the table are unchanged.

Tariff no.	Description	Rate of duty
	1 Omit sub-items 22.05 11(a) 21 B; substitute the following sub-items	
22.05	Wine of fresh grapes; grape must with fermentation arrested by the addition of alcohol	
11	a Champagne (1)(2)(3)	60% *ad val.*
	Reconstruction tax	11% *ad val.*
21	b Liqueur wines and wines of a strength of more than 15 centesimal degrees (4)(5)	60% *ad avl.*
	Reconstruction tax	11% *ad val.*
	2 Omit sub-item 22.06. 00; substitute the following sub-item	
22.06 00	Vermouths, and other wines of fresh grapes flavoured with aromatic extracts (4)(5)	60% *ad val.*
	Reconstruction tax	11% *ad val.*
	3 Omit sub-items 22.09 C, 32, 29; substitute the following sub-items	
22.09	Spirits (other than those of heading no. 2208); liqueurs and other spirituous beverages; compound alcoholic preparations (known as 'concentrated extracts') for the manufacture of beverages:	
	c Whisky:	
	1 Of an alcoholic strength of less than 50° put up for direct sale and in bottles or similar containers of a capacity of 5 litres or less (2)(4)(6)	1200 piastre per litre
32	the duty not to be less than	60% *ad val.*
39	2 Other (3)(4)	4800 piastre per litre
	the duty not to be less than	60% *ad val.*

(1) I.T.: 8 LP per litre.
(2) A.M.T.:
a less than 25 centesimal degrees: 200 LP per litre.
b from 25 to 35 centesimal degrees. 250 LP
c more than 35 centesimal degrees: 300 LP per litre.
(3) Champagne shall apply to wines vintaged or prepared within the limits of the Champagne region as defined by the laws, decrees or ordinances of the French Government.
(4) I.T.: 1 LP per litre and per centesimal degree.
(5) A.M.T.: 50 LP per litre.
(6) Rate applicable subject to compliance with the conditions and provisions stipulated by the Customs Administration.

	4 Omit sub-item 40.11 11a, 21b, 31c, substitute the following sub-items	
40.11	Rubber tyres, tyre cases, interchangeable tyre treads, inner tubes and tyre flaps, for wheels of all kinds:	
	a Pneumatic tyres, including tubeless tyres:	
12	1 Of an internal diameter of 41 cm or less	25% *ad val.*
13	2 Other	11% *ad val.*
	b Inner tubes	
22	1 Of an internal diameter of 41 cm or less	25% *ad val.*
23	2 Other	11% *ad val.*
31	c Other	25% *ad val.*
	5 Omit sub-item 84.06 31c substitute the following sub-items	
84.06	Internal combustion piston engines:	
31	c Intended for cars and motorcycles	50 piatres per Kg net
	the duty not to be less than	25% *ad val.*
	6 Omit sub-items 84.08 31c, 61f, substitute the following sub-items	
84.08	Other engines and motors:	
31	c Intended for cars and motorcycles	50 piastres per Kg net
	the duty not to be less than	25% *ad val.*
61	f Other	18% *ad val.*

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

Tariff no.	Description	Rate of duty
	7 Omit sub-item 84.10 51e, substitute the following sub-item	
84.10	Pumps (including motor pumps and turbo-pumps) for liquids, whether or not fitted with measuring devices: liquid elevators of bucket, chain, screw, band and similar kinds:	
51	e Water, oil or fuel pumps intended for motor vehicle engines	25% *ad val.*
	8 Omit sub-item 84.15 C 39.2; substitute the following sub-item	
84.15	Refrigerators and refrigerating equipment (electrical and other):	
	c Refrigerators, electric, for domestic use:	
39	2 Other	25% *ad val.*
	Reconstruction tax	4% *ad val.*
	9 Omit sub-item 85.08 00; substitute the following sub-item	
85.08 00	Electrical starting and ignition equipment for internal combustion engines (including ignition magnetoes, magneto-dynamos, ignition coils, starter motors, sparking plugs and glow plugs); dynamos, alternators and cut-outs for use in conjunction therewith	25% *ad val.*
	10 Omit sub-item 87.02 11a, substitute the following sub-items	
87.02	Motor vehicles	
	A. Motor vehicles for the transport of persons (including sports motor vehicles and trolley bus vehicles (7)	
	1 The seating capacity of which is for 9 persons or less	
12	a Of value of LL5,000 or less (8)	200 piastres per Kg net
	the duty not to be less than	40% *ad val.*
13	b Of a value ranging between LL5,001 and LL7,500 (8)	200 piastres per Kg net
	the duty not to be less than	45% *ad val.*
14	c Of a value ranging between LL7,501 and LL10,000 (8)	200 piastres per Kg net
	the duty not to be less than	50% *ad val.*
15	d Of a value ranging between LL10,001 and LL20,000 (8)	200 piastres per Kg net
	the duty not to be less than	60% *ad val.*
16	e Of a value exceeding LL20,000 (8)	200 piastres per Kg net 70% *ad val.*
19	2 Other	200 piastres per Kg net
	the duty not to be less than	40% *ad val.*
	C. Refrigerated vehicles	
	11 Omit sub-item 87.06 31 c, substitute the following sub-item	
87.06	Parts and accessories of the motor vehicles falling within heading no. 87.01, 87.02 and 87.03:	
31	c Other	50 piastres per Kg net
	the duty not to be less than	25% *ad val.*

(7) Reconstruction tax:

On cars weighing less than 1,500 Kg:	20 LP per KN
On cars weighing 1,500 Kg and more but less than 2,000 Kg	30 LP per KN
On cars weighing 2,000 Kg and more	40 LP per KN
On cars weighing 1,500 Kg and more but less than 2,000 Kg	30 LP per KN

(8) The value on which duty is payable under Article 58 and what follows of the Customs Code.
(9) Exemption applicable subject to compliance with the conditions and provisions stipulated by the Customs Administration.

Inquiries: OTAR ext. 420/475.

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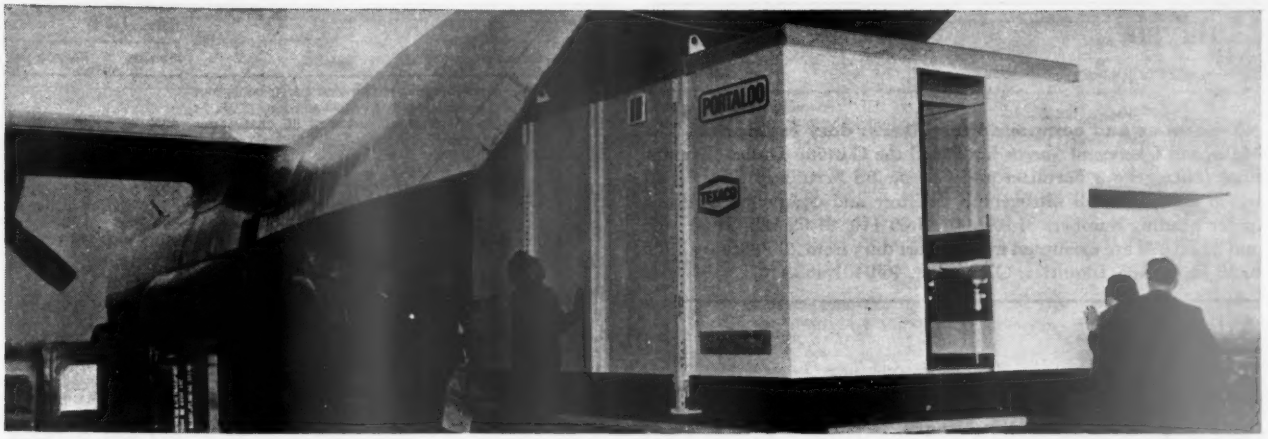


Pictured at the start of a 3,000-mile airlift to the Republic of Niger is one of two Portaloos destined to spend the next few years standing in the Sahara desert. Portaloos, manufactured by Portasilo Ltd., York, are transportable one-piece toilet units incorporating showers, wash basins, and electric ventilation as well as flushing toilets in cubicles. Bought by the oil exploration company Petty-Ray Geophysical (UK) Ltd. for use on a site at Niamey, they were flown in a Hercules transport aircraft from Cambridge airport.

Morocco

Trailers and semi-trailers: import duties. The Moroccan Ministry of Finance has announced a change in the tariff nomenclature and the rate of duty applicable to items under BN 87.14B. The new breakdown and duties for this subheading are as follow:

87.14B		Trailer and semi-trailers	
	I	Imported for assembly and presented either	
	a	in a completely knocked down state	5%
	b	in a semi knocked down state	12.5%
	II	Other	25%

Gabon

Batteries: prior authorisation for imports. According to a recent publication, the importation of dry cell batteries into Gabon has been made subject to prior authorisation. Inquiries: OTAR ext. 462/471/472/473.

Zambia

Suspension of duties. The Customs and Excise (Suspension) (Amendment) (No. 2) Regulations, 1975 which came into operation in Zambia on 7 February 1975, amends the schedule to the Customs and Excise (Suspension) Regulations, 1970 by the deletion of items 10.06.00, 27.10.41, 27.10.42 and 27.10.59. Inquiries: OTAR ext. 471/472/473/462.

Tanzania

Motor parts: import control. Information has been received from Tanzania that from 1 March 1975 imports of automotive spare parts are confined to the State Motor Corporation and importers must now submit applications for import licences to that body. Details will be published as soon as they are available. Inquiries: OTAR ext. 471/472/473/462.

CRE tel. Direct dialling **OTAR** telephone 01-248 5757
Extensions to OTAR numbers are given at the end of each notice

South Africa

Tariff changes. The following changes were published in the South African *Government Gazette*, 21 February 1975.

R330	BN 68.07: The rate of duty on board of mineral wool of a thickness exceeding 23 mm. but not exceeding 26 mm. is amended from 20% to 65c. per m.².
R340	BN 82.05: Special provision is made for milling cutters and reamers and the date of duty on those of high speed steel is increased from 5% (general), 3% (MFN) and free (preferential) to 23% (general) and 20% (preferential).
INDUSTRIAL REBATES	
R331	Item 306.01, BN 28.30: Provision is made for a rebate of the full duty on zinc chloride for the manufacture of phenolphthalein.
GENERAL REBATES	
R332	Item 460.11, BN 60,01: The provision for a temporary rebate of duty on warp-knitted fabrics of polyamide fibres is withdrawn.

The following amendments were published in the South African *Government Gazette*, 28 February 1975:

R393	BN 87.10 and 87.12: The duty on unmotorised bicycles and delivery tricycles and on frames and frame sets for pedal cycles, is amended from 15 per cent plus 90c each (General) and 15 per cent plus 30c each (MFN) to 25 per cent.

Inquiries: OTAR ext. 471/472/473/462.

Weights and Measures Act 1958. The South African *Government Gazette* No. 4598, 28 February 1975 contains Notice R.376 which amends the regulations under the Weights and Measures Act 1958. Inquiries: OTAR ext. 471/472/473/462.

Tolerances for datura seed in cereals. The South African *Government Gazette* No. 4598, 28 February 1975, contains Notice R.361 which amends the Foodstuffs, Cosmetics and Disinfectants Act 1972 by the prohibition of the sale of certain cereals if the datura seed content exceeds specified limits. This regulation will come into effect on 1 May 1975. Inquiries: OTAR ext. 471/472/473/462.

Tariff application. Customs Tariff Application List 659, published in the South African *Government Gazette* 14 March 1975, contains an application to the Board of Trade and Indutries for increase in duty on xanthates (including isopropyl, amyl, butyl, and ethyl xanthates) classifiable under tariff subheading 29.31.15.

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE tel. 01-215 5274.

Malaysia

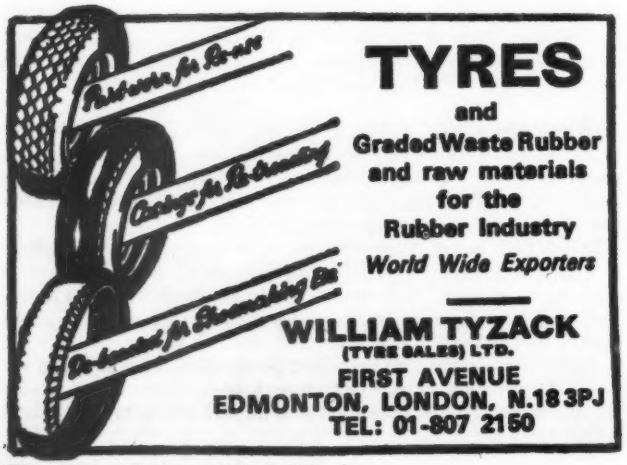
Nitrogenous and compound fertilizers: duty exemption. The Malaysian *Government Gazette* has issued the Customs Duties (Exemption) (Nitrogenous Fertilizer and Compound Fertilizer) Order 1975 which states that all nitrogenous fertilizer and compound fertilizer under heading numbers 31.02 990, 31.05 110, 31.05 120, 31.05 190, and 31.05 990 are exempted from import duty from 20 February 1975 to 30 June 1975. Inquiries: OTAR ext. 469/401/468.

Australia

Apparel (section 2): tariff changes. Details are given below of changes in the Australian customs tariff, as set out in Customs Tariff Proposals No. 9 (1975), operative on and from 5 March 1975:

ALTERATIONS TO PART II OF SCHEDULE 1 TO THE CUSTOMS TARIFF 1966-74

Tariff item	Goods	Rates of duty: General	Rates of duty: Preferential
1 Omit sub-item 60.04.3, substitute the following sub-item:			
60.04.3	Babies' napkins:		
60.04.31	As prescribed by by-law	$0.41 per m²	$0.41 per m², less 21%
60.04.39	Other	$1.41 per m²	$1.41 per m², less 21%
2 Omit sub-item 60.05.1, substitute the following sub-item:			
60.05.1	Articles of apparel:		
60.05.11	As prescribed by by-law	34%	21%
60.05.12	Men's and boys' suits	34%, and $25 each	21%, and $25 each
60.05.13	Men's and boys' shorts	34%, and $8 each	21%, and $8 each
60.05.14	Swimwear	34%, and $4 each	21%, and $4 each
60.05.15	Dressing gowns, kimonos and bath gowns	34%, and $9 each	21%, and $9 each
60.05.16	Women's, girls' and infants' outer garments, being: (a) shirts, coats, jumpers, cardigans, sweaters, blouses, dresses, tracksuits, playsuits, rompersuits or the like; or (b) goods falling within a preceding paragraph of this sub-item	34%, and $12 per kg.	21%, and $12 per kg.
60.05.19	Other	34%	21%
3 Omit items 61.01 and 61.02, substitute the following items:			
61.01	*Men's and boys' outer garments:		
61.01.1	Overcoats	43%; or, if higher, 30%, and $1.88 each	17%; or, if higher, 9%, and $0.75 each
61.01.2	Suits:		
61,01.21	As prescribed by by-law	43%; or, if higher, 30%, and $1.88 each	17%, or, if higher, 9%, and $0.75 each
61.01.29	Other	43%, and $25 each; or, if higher, 30%, and $26.88 each	17%, and $25 each; or, if higher, 9%, and $25.75 each
61.01.3	Ski jackets; parkas; rainwear being coats, not being overcoats falling within sub-item 61.01.1:		
61.01.31	With chest measurement of 86 centimetres and over	43%; or, if higher, 30%, and $1.13 each	17%; or, if higher, 9%, and $0.45 each
61.01.39	Other	49%; or, if higher, 34%, and $0.98 each	22.5%; or, if higher, 13%, and $0.41 each
61.01.4	Coats, not being goods falling within a preceding sub-item of this item:		
61.01.41	With chest measurement of 86 centimetres and over:		
61.01.411	As prescribed by by-law	43%; or, if higher, 30%, and $1.13 each	17%; or, if higher, 9%, and $0.45 each
61.01.419	Other	43%, and $15 each; or, if higher, 30%, and $16.13 each	17%, and $15 each; or, if higher, 9%, and $15.45 each
61.01.49	Other:		
61.01.491	As prescribed by by-law	49%; or, if higher, 34%, and $0.98 each	22.5%; or if higher, 13%, and $0.41 each
61.01.499	Other	49%, and $15 each; or, if higher, 34%, and $15.98 each	22.5%, and $15 each; or, if higher, 13%, and $15.41 each
61.01.5	Vests	43%; or, if higher, 30%, and $0.38 each	17%; or, if higher, 9%, and $0.15 each
61.01.6	Trousers:		
61.01.61	Shorts:		
61.01.611	As prescribed by by-law	43%; or, if higher, 30%, and $0.64 each	17%; or, if higher, 9%, and $0.26 each
61.01.619	Other	43%, and $8 each; or, if higher, 30%, and $8.64 each	17%, and $8 each; or, if higher, 9%, and $8.26 each
61.01.69	Other	43%; or, if higher, 30%, and $0.64 each	17%; or, if higher, 9%, and $0.26 each
61.01.7	Dressing gowns, kimonos and bath gowns	47%, or, if higher, $0.319 each	21%
61.01.8	Swimwear:		
61.01.81	As prescribed by by-law	39%	17%
61.01.89	Other	39%, and $4 each	17%, and $4 each
61.01.9	Other garments	39%	17%
61.02	*Women's, girls' and infants' outer garments:		
61.02.1	Dresses, not including: (a) dresses for infants in arms; or (b) dresses 56 centimetres or less in length:		
61.02.11	Wholly or partly of wool	34%; or, if higher, 21%, and $0.94 each	21%; or, if higher, 9%, and $0.56 each
16.02.12	Wholly or partly of silk or wholly or partly of man-made fibres, but not containing wool	36%; or, if higher, 21%, and $0.75 each	21%; or, if higher, 9%, and $0.45 each
61.02.19	Other	39%; or, if higher, 24%, and $0.45 each	22.5%; or, if higher, 13%, and $0.23 each
61.02.2	Coats:		
61.02.21	Measuring 1.07 metres or less from collar seam to foot of coat:		
61.02.211	Wholly or partly of wool	43%; or, if higher, 30%, and $0.98 each	17%; or, if higher, 9%, and $0.34 each
61.02.212	Wholly or partly of silk or wholly or partly of man-made fibres, but not containing wool	49%; or, if higher, 34%, and $0.75 each	22.5%; or, if higher, 13%, and $0.23 each
61.02.219	Other	49% or, if higher, 34%, and $0.45 each	22.5% or, if higher, 13%, and $0.15 each
61.02.29	Other:		
61.02.291	Wholly or partly of wool	43% or, if higher, 30%, and $1.50 each	17%; or, if higher, 9%, and $0.49 each
61.02.292	Wholly or partly of silk or wholly or partly of man-made fibres, but not containing wool	49%; or, if higher, 34%, and $1.28 each	22.5%; or, if higher, 13%, and $0.38 each



Tariff item	Goods	Rates of duty General	Preferential
61.02.299	Other	49%; or, if higher, 34%, and $0.98 each	22.5%; or, if higher, 13%, and $0.30 each
61.02.3	Costumes or robes, not including: (a) robes for infants in arms; or (b) goods 56 centimetres or less in length:		
61.02.31	Wholly or partly of wool:		
61.02.311	As prescribed by by-law	34%; or, if higher, 21%, and $0.94 each	21%; or, if higher, 9%, and $0.56 each
61.02.319	Other	34%, and $12 per kg.; or, if higher, 21%, and $12 per kg., and $0.94 each	21%, and $12 per kg.; or, if higher, 9%, and $12 per kg, and $0.56 each
61.02.32	Wholly or partly of silk or wholly or partly of man-made fibres, but not containing wool:		
61.02.321	As prescribed by by-law	36%; or, if higher, 21%, and $0.75 each	21%; or, if higher, 9%, and $0.45 each
61.02.329	Other	36%, and $12 per kg; or, if higher, 21%, and $12 per kg, and $0.75 each	21%, and $12 per kg; or, if higher, 9%, and $12 per kg, and $0.45 each
61.02.39	Other:		
61.02.391	As prescribed by by-law	39%; or, if higher, 24%, and $0.45 each	22.5%; or, if higher, 13%, and $0.23 each
61.02.399	Other	39%, and $12 per kg; or, if higher, 24%, and $12 per kg, and $0.45 each	22.5%, and $12 per kg; or, if higher, 13%, and $12 per kg, and $0.23 each
61.02.4	Blouses	49%; or, if higher, 34%, and $0.60 each	22.5%; or, if higher, 13%, and $0.26 each
61.02.5	Skirts:		
61.02.51	As prescribed by by-law	49%; or, if higher, 34%, and $0.60 each	22.5%; or, if higher, 13%, and $0.26 each
61.02.59	Other	49%, and $12 per kg; or, if higher, 34%, and $12 per kg., and $0.60 each	22.5%, and $12 per kg; or, if higher, 13%, and $12 per kg., and $0.26 each
61.02.6	Dressing gowns, kimonos and bath gowns:		
61.02.61	As prescribed by by-law	47%, or, if higher, $0.319 each	21%
61.02.69	Other	47%, and $9 each; or, if higher, $9.319 each	21%, and $9 each
61.02.7	Trousers:		
61.02.71	As prescribed by by-law	43%; or, if higher, 30%, and $0.64 each	17%; or, if higher, 9%, and $0.23 each
61.02.79	Other	43%, and $12 per kg.; or, if higher, 30%, and $12 per kg., and $0.64 each	17%, and $12 per kg.; or, if higher, 9%, and $12 per kg., and $0.23 each
61.02.8	Swimwear:		
61.02.81	As prescribed by by-law	39%	17%
61.02.89	Other	39%, and $4 each	17%, and $4 each

Tariff item	Goods	Rates of duty General	Preferential
61.02.9	Other garments:		
61.02.91	As prescribed by by-law	39%	17%
61.02.99	Other	39%, and $12 per kg.	17%., and $12 per kg.
4	Omit item 61.04, substitute the following item:		
61.04	*Women's, girls' and infants' undergarments:		
61.04.1	Babies' napkins:		
61.04.11	Of terry towelling or similar terry fabric:		
61.04.111	As prescribed by by-law	$0.41 per m²	$0.41 per m², less 21%
61.04.119	Other	$1.41 per m²	$1.41 per m², less 21%
61.04.12	Of other materials:		
61.04.121	As prescribed by by-law	43%	17%
61.04.129	Other	43%, and $1 per m.²	17%, and $1 per m.²
61.04.2	Pyjamas and other nightwear	43%	17%
61.04.3	Other undergarments	47%, or, if higher, $0.08 each	21%

5 After note 4 to Chapter 97 insert the following note:

5. In sub-items 97.04.1 and 97.04.2, 'playing cards' means cards that are marked with 'pips' or conventional figures indicating one or other of the 'suits' called severally spades, clubs, hearts and diamonds.

Ref. CRE 1418/74. Inquiries: OTAR ext. 468/469/401.

Non-adjustable spanners: temporary protection. The Department of Manufacturing Industry in Australia has received a request for temporary protection against imports of non-adjustable spanners of the type falling within paragraph 82.03.200 of the customs tariff.

Requests for temporary protection are received initially by the Department of Manufacturing Industry and, after examination, are submitted to the Special Minister of State for consideration. The Special Minister of State may refer the request to a Temporary Assistance Authority for inquiry and report. Any temporary protection which may be accorded on the recommendation of the Temporary Assistance Authority is in the nature of a holding action pending Government consideration of the general question of protection for the local industry following inquiry and report by the Industries Assistance Commission.

Exporters should note that the Australian Prime Minister has made it clear that should the need for urgent action emerge from these inquiries, goods ordered overseas but not cleared for home consumption at the date of the announcement of any action will be subject to the terms of the action. Australian importers have been urged therefore to exercise caution in placing orders overseas and in entering into financial commitments on such orders as special consideration may not be given to outstanding commitments should action be taken by the Government.

UK firms or trade associations intending to submit evidence should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600, Australia, without delay through their accredited agent.

Evidence may be submitted either directly by the firm or trade association concerned or through the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The association charges a fee for its services the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Ref. CRE 504/75. Inquiries: CRE tel. 01-215 5319.

Time switches: temporary protection. The Department of Manufacturing Industry in Australia has received a request for temporary protection against imports of certain time switches and parts. The goods concerned are as follows:

Tariff item	Description
91.06.100	Time of day synchronous motor time switches with 24 hour dial
91.08.100	Assembled clock movements of a kind used solely or principally in time of day synchronous motor time switches

Requests for temporary protection are received initially by the Department of Manufacturing Industry and, after examination, are submitted to the Special Minister of State for consideration. The Special Minister of State may refer the request to a Temporary Assistance Authority for inquiry and report. Any temporary protection which may be accorded on the recommendation of the Temporary Assistance Authority is in the nature of a holding action

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OTAR Overseas Tariffs and Regulations Section,
Export Data Branch
Export Services and Promotions Division
Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757 (extension at end of each notice)

pending Government consideration of the general question of protection for the local industry following inquiry and report by the Industries Assistance Commission.

Exporters should note that the Australian Prime Minister has made it clear that, should the need for urgent action emerge from these inquiries, goods ordered overseas but not cleared for home consumption at the date of the announcement of any action, will be subject to the terms of the action. Australian importers have been urged therefore to exercise caution in placing orders overseas and in entering into financial commitments on such orders, as special consideration may not be given to outstanding commitments should action be taken by the Government.

UK trade associations or firms intending to submit evidence should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600, Australia by 31 March 1975 through their accredited agent.

Evidence may be submitted either directly by the firm or trade association concerned or through the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The association charges a fee for its services the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Ref. CRE 503/75. Inquiries: CRE tel. 01-215 5319.

Plywood: further information. A notice in *Trade and Industry*, 14 March 1975, reported that the Australian Department of Manufacturing Industry had received a request for temporary protection against the importation of plywood, including plywood covered with any material.

Exporters should note that the Australian Prime Minister has made it clear that, should the need for urgent action emerge from these inquiries, goods ordered overseas but not cleared for home consumption at the date of the announcement of any action, will be subject to the terms of the action. Australian importers have been urged therefore to exercise caution in placing orders overseas and in entering into financial commitments on such orders, as special consideration may not be given to outstanding commitments should action be taken by the Government.

Ref. CRE 500/75. Inquiries: CRE tel. 01-215 5319.

Domestic electrical appliances: Temporary Assistance Authority findings. A notice in *Trade and Industry*, 16 January 1975, reported that the Australian Department of Manufacturing Industry had received a request for temporary protection against the imports of certain whitegoods. This reference has passed via the Special Minister of State to the Temporary Assistance Authority, which has completed its inquiry and released the following brief details of the tariff quotas which have been introduced for one year on completely-knocked-down and fully-assembled goods cleared for home consumption on and after 1 March 1975.

1 Domestic electrical refrigerators:
   a 200 to 454 litres gross internal capacity (tariff item 84.15.2) 20,000 units. Additional duty 22.5 per cent.
   b above 454 litres 2,500 units. Additional duty 17.5 per cent.
2 Domestic electro-mechanical:
   a clothes driers (tariff item 84.40.7) 70,000 units. Additional duty 20 per cent.
   b clothes washing machines whether or not combined with driers (tariff item 84.40.7) 20,000 units. Additional duty 15 per cent.

Imports of all these items, including those in transit or bond, will only be admitted at non-penalty duty rates up to the extent of quotas determined for individual importers based on import performance in the two years ended 30 June 1974.

The reference has passed on to the Industries Assistance Commission in the normal way for consideration of any long-term measures which may need to be taken in order to protect the local industry in Australia.

Items covered by the reference are refrigerators freezing units, clothes driers, washing machines, air conditioning machines and evaporative air coolers for use without ducting (tariff items 84.12, 85.06, 84.15.2, 84.15.9, 84.40.71, 84.40.79, 84.59.92).

There is a clause in the reference requiring the Industries Assistance Commission to consider whether duty arrangements now introduced by the Government on refrigerators, washing machines and clothes driers should apply after 29 February 1976.

CRE Commercial Relations and Exports Divisions
Department of Trade
1 Victoria Street, London SW1H 0ET
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section,
Export Data Branch
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Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757 (extension at end of each notice)

Full details of the report by the Industries Assistance Commission will be published as soon as possible after it is released.

Ref. CRE 4/75. Inquiries: CRE tel. 01-215 5319.

Canada

Textile and Clothing Board investigation into imports of outerwear. The Canadian Textile and Clothing Board is to undertake an inquiry into imports of men's and boys' outerwear. The products concerned are men's and boys' suits, jackets, co-ordinates and pants.

Interested parties are invited to submit briefs by 7 April 1975 and the board has guaranteed the confidentiality of all submissions. Hearings will be held if required and supplementary oral representations if requested can be made.

Correspondence and eight copies of each brief should be sent to the Executive Director, Textile and Clothing Board, Place de Ville, Ottawa K1A OH5. Details are available from CRE tel. 01-215 5397.

United States

Food and cosmetic labelling. The US *Federal Register*, 3 March 1975, published amendments to food labelling affecting both the information panel and warning statements.

On the same date, details were published of new regulations concerning the labelling of cosmetic products including designation of ingredients and warning label on self pressurised containers.

A copy of the text is available to British exporters from OTAR ext. 456/457/7312.

Puerto Rico

Labelling and bottle sizes for alcoholic beverages: The Puerto Rico Department of the Treasury has published amendments to the Alcoholic Beverages Act, affecting the labelling standards and bottle sizes for alcoholic beverages. Effective date 1 May 1975. Inquiries OTAR ext. 455/456/457.

Jamaica

Motor vehicles: importation: The Jamaican authorities announced on 26 February 1975 that the import quota for 1975 on motor vehicles will be J$10 million for cars and J$20 million for commercial units. The limit on the cif value of motor cars has been raised from J$3,000 to J$4,500. Inquiries OTAR ext. 7312/456/457.

Acrylic teeth: import ban. The Jamaican authorities by Notice No. 2927 remind importers that acrylic teeth are manufactured locally, and accordingly no imports into Jamaica are presently allowed. Inquiries. OTAR ext. 7312/456/457.

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BRUSSELS: David K. Tosic, manager
H. Frank Vonderach, assistant manager
Shell Building / 60 Rue Ravenstein / 1000 Brussels, Belgium
5-13.01.49 & 5-13.54.05 / Cable: MARPORT / Telex 26862.

LONDON: Kenneth L. Newton, manager
*Stanley G. Armstrong, assistant manager
Moor House, 119 London Wall / London, England EC2Y 5ET
01-638-8330 / Cable: BALTPORT / Telex 888711
*Birmingham and Northern England.

Barbados

Import licensing: The Barbados authorities by SI 46 and SI 49 of 20 and 21 February 1975 respectively have stated that an import licence is required for the following items: Butane and propane gas in liquid form and coin operated machines of the kind used for games of chance. Inquiries OTAR ext. 7312/456/457.

Dominican Republic

Foreign exchange restrictions. The Dominican Republic's Decree No. 603 of 27 February 1975 sets out controls covering the use of foreign exchange. The principal effect is to prohibit, during 1975, the use of foreign exchange for the importation of passenger cars, alcoholic beverages, electro-domestic effects and textiles. A copy of the free translation is available to British exporters from OTAR Section ext. 474/476.

Guyana

Importation. The Guyana authorities have made the following statements in recent *Gazettes:*

Import licences: The application for an Import licence must carry the full description of the imported article and its BTN classification number.

Textiles and footwear quotas: Quotas for textiles, textile articles (including manufacturers of garments) and footwear have been established.

Agricultural machinery. Supplies of spare parts for second-hand agricultural machinery, eg. tractors, combines, second-hand lorries and motor car equipment being imported must indicate:

Name of manufacturer;
Model number;
Year of manufacture;
Make of engine;
Size and type of tyres fitted;
Type of auxiliary equipment fitted such as winches or hydraulic linkage (in the case of tractors);
The type and make of hydraulic hoisting equipment (in the case of lorries).

Inquiries OTAR ext. 7312/456/457.

Registered trade marks

The lists of tariff, customs and import regulation changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Argentina

Devaluation of the peso. The Argentine peso was devalued on 3 March 1975. Three exchange rates are now in operation; the rate applicable to imports into Argentina will vary according to their degree of necessity to the economy. The new rates are as follows:

Commercial rate US$1 = 10 pesos.

Financial rate US$1 = 15.05 persos (buying)
US$1 = 15.10 pesos (selling)

Mixed rate (40 per cent at the commercial rate, 60 per cent at the financial rate)
US$1 = 13.03 pesos (buying)
US$1 = 13.06 pesos (selling)

Inquiries: CRE 01-215 5287.

Chile

Prior deposit goods on the permitted imports list. Arising from the newly revised Chilean permitted imports list the Chilean Central Bank has issued new regulations (in Circular No. 2289 of 18 February) on the relatively few permitted products which are to be subject to a prior deposit by the importer of 10,000 per cent of cif value on applying for the import license. Two types of commodity are involved, namely:

ANNEX 1
Products subject to the 10,000% prior deposit, without waiver or recourse. These are: Chocolate and other confectionery and cocoa preparations, cane spirit; cigars; fancy or decorative glassware; gold powder, leaf or wire for dental/industrial use; platinum ditto; silverware; 'other', (ie non-specified) articles of iron or steel; aluminium milk containers (cylindrical); buses complete with coach work; vehicle trailers and semi-trailers; motor launches; air pistols/rifles; toy musical instruments; casino/roulette tables, with bearings; 'other' (non-specified) games/sports requisites; Christmas and similar decorative/entertainment articles.

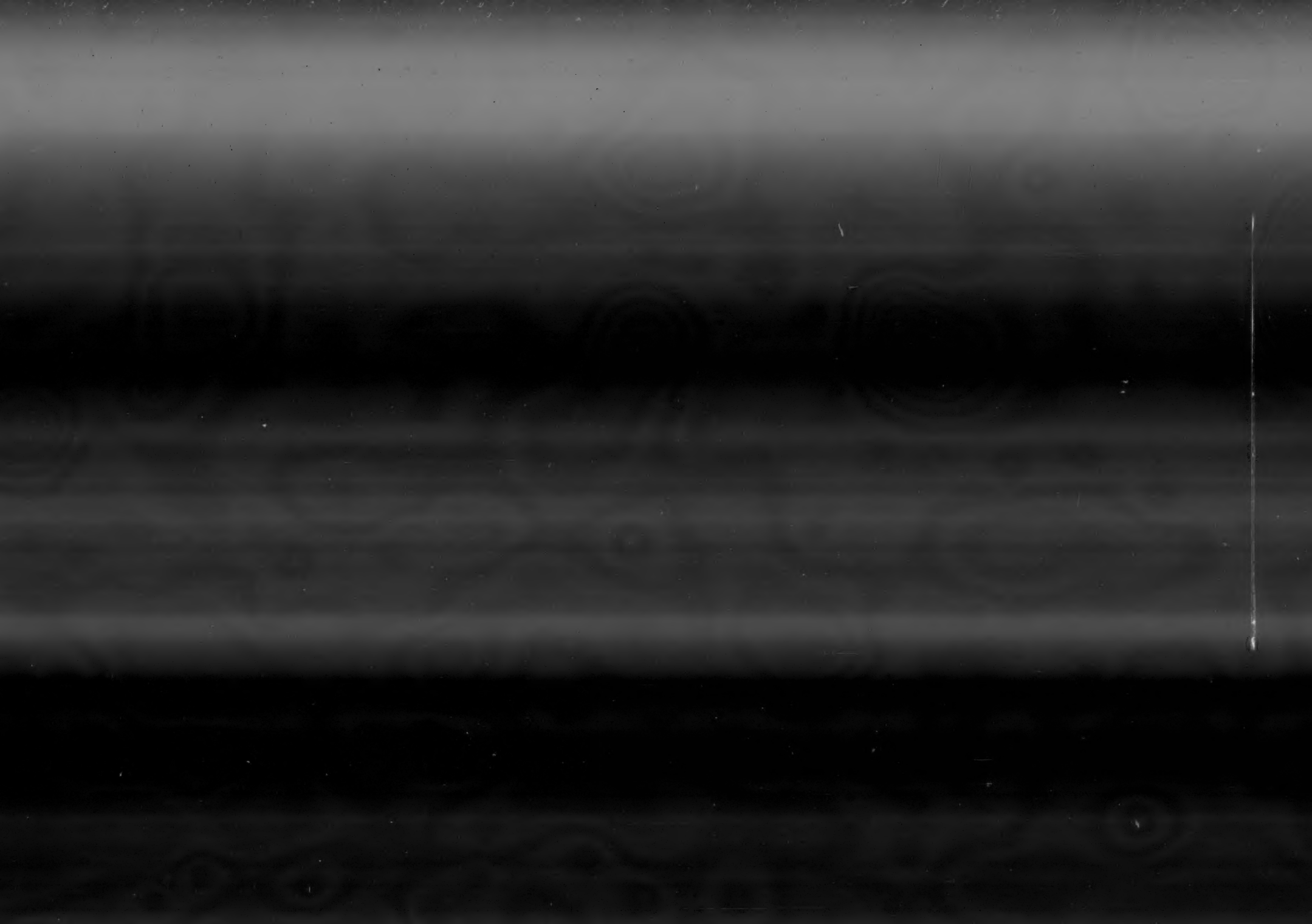
ANNEX 2
Products subject to the 10,000% prior deposit, *unless:*
a Imported by the State food company (Empresa de Comercio Agricola):
Live bovine stock (not for breeding); other (non-specified) meats/offals; frozen poultry and poultry meats/offals; powdered milk; butter; anhydrous fat; stomachs of bovine animals; wheat, oats, corn and rice; for consumption; wheat flour;
b Importation is in containers of 5 kg. or more; Yerba mate;
c Importation is under bank-collection ('CAD') payment terms; books;
d Prior approval is obtained from local health/public security authorities; ambulances; hearses; prison vehicles;
e Particular technical conditions are fulfilled: 'Pick-up'-type motor vehicles, capacity 500 to 1,500 kg.

British exporters with inquiries should specify the products in which they are interested. Inquiries: OTAR ext. 474/476.

Exchange rates. On 1 March 1975, the Chilean Central Bank raised the 'brokers' exchange rate from 2,550 escudos to 2,900 escudos per US dollar. The increase arose from the elimination on 1 March of the Chilean taxes affecting purchases of foreign currency in the 'brokers' (ie basically non-trade) exchange market. The 'bank' (ie trade) rate has remained unchanged at 2,320 excudos per US dollar. Inquiries: CRE tel. 01-215 5289.

Peru

Automotive Industry spare parts: concessions to cease. By decree law 21098 of 18 February 1975, the Peruvian Government will terminate on 31 December 1975 the effects of Article 2 of decree law 19256 and decree laws 19859 and 20539. These established an open-ended customs duty concessions period for spare parts and parts for the automotive industry. No further information is available. Inquiries: OTAR ext. 474/476.



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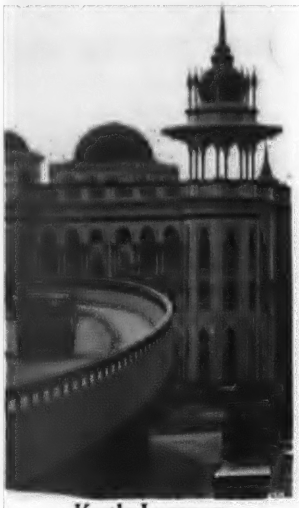

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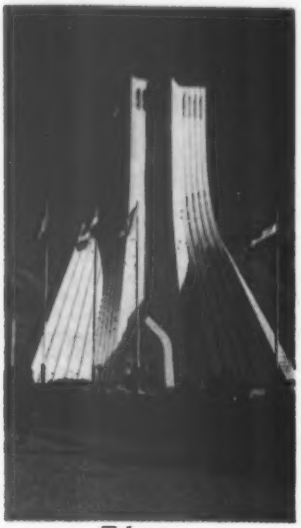

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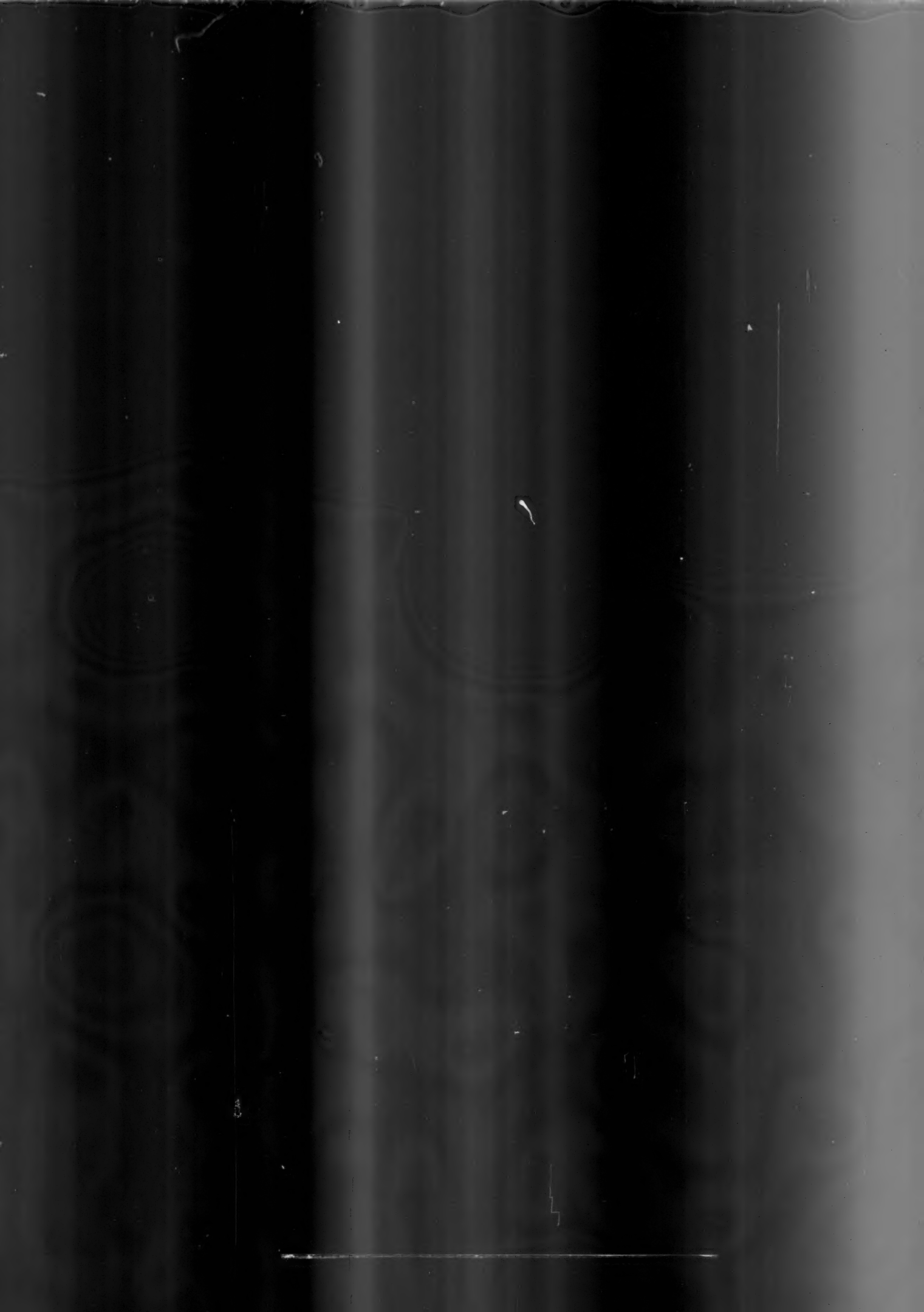
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